

Annual Summary Number

JAN 14 1929

DUN'S REVIEW

A Weekly Survey of Business Conditions
in the United States and Canada

1929

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STATEMENT OF CONDITION

At the close of business, December 31, 1928

ASSETS

Loans and Discounts	\$163,953,249.27
U.S. Bonds and Certificates	7,716,269.99
Other Bonds and Investments	14,341,556.36
Acceptances	19,854,368.34
Cash and Due from Banks	81,881,833.10
Other Assets	1,668,207.47
	<u>\$289,415,484.53</u>

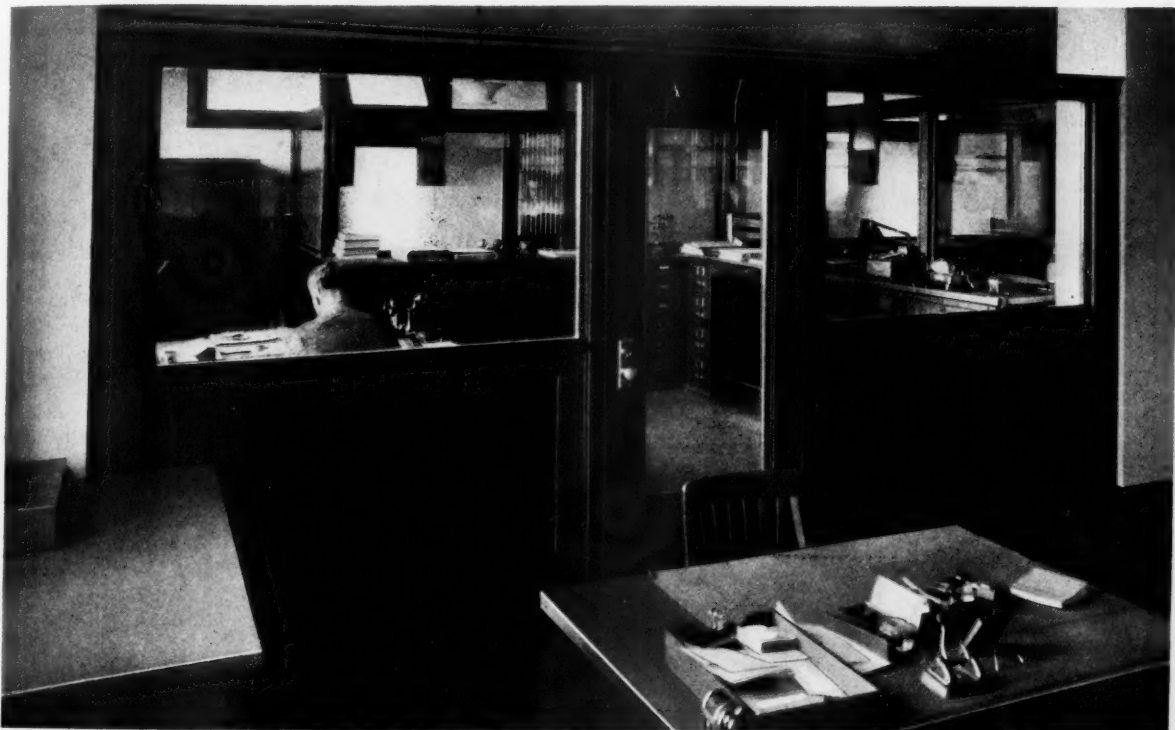
LIABILITIES

Capital Stock	\$6,000,000.00	
Surplus	19,000,000.00	
Undivided Profits	1,294,212.40	\$26,294,212.40
Reserved for Dividend		240,000.00
Reserved: Taxes, Interest, etc.		926,478.18
Circulation		345,997.50
Acceptances		20,815,683.15
Acceptances of Other Banks Sold With		
Our Endorsement		15,152,550.54
Bills Payable		14,700,000.00
Other Liabilities		2,043,626.32
Deposits:		
Individuals	\$145,711,878.30	
Banks	63,185,058.14	208,896,936.44
		<u>\$289,415,484.53</u>

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DUN'S REVIEW

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THE YEAR 1928

DUN'S STATISTICAL RECORD

	1928	1927
Bank Clearings....	\$634,859,000,000	\$552,118,000,000
Railroad Earnings..	6,054,800,000	6,074,200,000
Farm Crops.....	8,456,052,000	8,522,560,000
Merchandise Exp...	5,180,500,000	4,865,375,000
Merchandise Imp...	4,077,500,000	4,184,742,000
Excess Mdse. Exp...	1,103,000,000	680,633,000
Commercial Failures	489,559,624	520,104,268
Bond Sales (p. v.)..	2,939,627,900	3,321,545,500
Stock Sales (shares)	920,550,000	576,991,000
Pig Iron Output (T)	37,839,208	36,232,306
Unfilled Steel Ton'ge†	3,673,000	3,454,000
Cotton Cons. (bales)	6,690,000	7,506,000
Cotton Exp. (bales)	7,548,000	8,475,300
Dun's Price Index..	\$192.365	\$192.849

† To December 1, both years.

THE strictly commercial developments of 1928, although overshadowed by speculative phenomena, held some points of special significance and favorable phases predominated. No counterpart for the unparalleled activity and striking price fluctuations on the Stock Exchange appeared in general business, yet the stability maintained in the latter quarter was highly reassuring. Supported and stimulated by the solidity of fundamental conditions, both production and distribution attained unexampled levels in certain channels, with some of the statistical measurements reflecting the further progress. The strength of the situation formed a bulwark against such untoward influences as destructive storms and floods, whose adverse effects might have been far reaching had the economic structure been inherently weak, and only a minimum of hesitation resulted from a national political campaign of unusual interest. No widespread labor troubles occurred to cause marked unsettlement, strikes being localized, and early apprehensions arising from the involuntary idleness of many workers were dissipated when expanding industrial operations afforded broader opportunities for employment. The great magnitude of the public buying power was demonstrated by a holiday trade late in the year that was unprecedented in different instances, while attractively-priced offerings of various kinds of staple goods were an added incentive to purchasing at

retail. Continued keen competition in most branches of enterprise kept many wholesale quotations on a relatively low basis, but total corporate earnings rose in numerous cases, despite narrow profit margins on individual transactions, and dividend disbursements were unequaled. Gains in savings deposited in banking institutions, moreover, were notably large, the value of the principal farm products was close to the best previous record, exports of general merchandise increased, and liabilities of commercial failures declined. Having many ramifications, business not unnaturally disclosed considerable unevenness and some unsatisfactory aspects, but its upward trend was clearly discernible and the constructive elements were especially well defined during the closing months. With annual inventories revealing comparatively small supplies in most lines, with commodity price inflation absent, and with heavy requirements pending, an auspicious beginning for 1929 is plainly indicated.

The commercial gains last year marked a reversal of the contracting tendencies that had been witnessed in different circles in 1927, after an era of great development. A recession at that time, following the attainment of numerous new high records, was not surprising, for an unbroken continuance of the rapid pace of industry was scarcely to be expected, and some slackening had been foreshadowed. The let-down was orderly, and it obviously aided in keeping the basic situation sound and in maintaining a strong foundation for another advance. That upturn began to develop irregularly in the early part of the year recently ended, and its momentum and breadth were gradually increased to a point where some previous notable achievements were surpassed. The great steel trade was especially conspicuous in the forward movement, with an output beyond all precedent, and the expansion there reflected the activity in automobile production, building work, the manufacture of farm implements, and in various less prominent channels. The textile business, although again experiencing highly competitive conditions and other problems, improved its position, with mills closely regulating their schedules to the demands for actual consumption. That policy was adhered to in most branches of enterprise, and the placing of orders quite far ahead, which at one time was common, has since

been largely discontinued. New methods and procedure of operation, the spreading of direct marketing to consumers, the great extension of the system of purchasing on deferred payments, and other departures from long-established practices have brought far-reaching changes, with combinations and mergers occurring more frequently in both the industrial and mercantile fields. The traditional statistical barometers retain much of their value as indicators of the rise or fall of commerce, but they require closer analysis now in making comparisons with the trends in earlier years.

As a factor in promoting a healthy growth of business, orderly movements of commodity prices are highly important. The long-accepted theory that rising prices are an essential concomitant of trade activity has been reversed by the results of recent years, for the later experience has shown that the volume may enlarge appreciably even when markets are gradually declining. Since the completion of the readjustments that began early in 1920, there have been periods of commercial expansion quite out of proportion with the changes in wholesale quotations. Unusual stability in the latter quarter has prevailed, with a breaking away from the competitive bidding for goods that formerly had proved so disturbing, and the extreme variation in DUN's Index Number in 1928 was only about 3 per cent. Eliminating foodstuffs, a slight net recession occurred, but only in isolated instances were unsettling fluctuations observed. The maintenance, in most lines, of a close balance between production and consumption had a decidedly steadying effect, while more rigid economies in operation were inaugurated to offset the narrow profit margins on individual transactions. That policy, although not in every case attaining the desired end, formed a groundwork for meeting the problems of the keen competition which had developed in almost every channel. As a not unnatural corollary of that competition, the number of mercantile failures increased, particularly among enterprises where the available financial resources were limited. With the great extension of business in this country, with its spreading out into new fields, the surprising element has been, not that some unsatisfactory aspects have arisen but rather that so few unwholesome phases have appeared.

It is not yet possible to measure the foreign trade results of the United States for the full calendar year recently ended, but official data for eleven months plainly reveal the upward trend. That tendency, it is true, was limited to exports of merchandise, yet the aggregate of overseas commerce disclosed a gain. The comparisons here given are limited to valuations, and the eleven months' shipments approximated \$4,659,600,000. That total has had no parallel since 1920, and it was fully 4½ per cent. above the amount for a similar period of 1927. The imports last year, on the other hand, declined some 2½ per cent., to about \$3,754,000,000, and were the smallest in four years. At \$905,500,000, the excess of exports over imports was the largest back to 1921, and was almost 50 per cent. higher than that for eleven months of 1927. Despite that big surplus, however, the net gold movement was strongly against this country, nearly four times as much of the yellow metal going out as came in. On only two other occasions in the last decade—namely, in 1925 and 1919—has the outflow of gold run beyond the inflow. In

the years 1921-1924, only small quantities were drawn from the supply here, whereas the imports for eleven months ranged from about \$250,000,000 to \$660,000,000.

The harvests of 1928, although not unnaturally revealing contrasting results, were favorable, on the whole. A better outcome, indeed, was achieved than seemed probable early in the season, when conditions were adverse, and the estimated value of the products of farms fell only about 1 per cent. below that for 1927. That decline, moreover, was not due to a smaller total yield, for the acreage under cultivation increased and the aggregate production rose some 3 per cent. The principal grains varied in their tendencies, but larger quantities of corn, wheat and oats were garnered, while cotton recovered sharply from the comparatively poor showing of 1927. There has not been a 3,000,000,000-bushel corn crop since 1923, yet last year's outturn of this major cereal approximated 2,840,000,000 bushels, or a gain of 54,000,000 bushels. Accompanying that enhancement, there was a considerable rise in the valuation. Conversely, all wheat had a smaller monetary return, though the harvest was higher by 30,800,000 bushels, and the production of oats was both heavier and worth more than in each of the two immediately preceding years. In cotton, the great staple of the South, the average price paid to growers on December 1 was some \$5 per bale under that on the same date of 1927, but the yield expanded sufficiently to bring about an increase of nearly \$22,000,000 in its value.

The commercial mortality last year, which is presented in comprehensive statistical form on subsequent pages, differs from that of 1927 in the important respect that the liabilities of failures decreased substantially. Competitive conditions, in conjunction with a further increase in firms and individuals engaged in business, naturally enhanced the possibilities of financial embarrassment, yet the new high level in the number of defaults marked an opposite tendency to that which appeared in the indebtedness. The latter declined 6 per cent., despite 3 per cent. more insolvencies, and was appreciably less than in several previous years when a considerably smaller number of reverses was reported. Although some exceptionally large failures occurred in 1928, the record of defaults involving \$100,000, or more, in each instance shows that their combined amount fell off. Even the adverse aspect of the unprecedented number of insolvencies is modified when the figures are given a closer analysis, for their ratio to the aggregate of mercantile enterprises rose only slightly, and it was materially lower than in many earlier years. Thus, the returns of failures, like other statistical measurements, are more than a matter of mere totals, if a proper and instructive interpretation of their trend is to be made.

Building Active at Norfolk

NORFOLK.—Building permits for 1928 totaled \$3,891,511, an increase over those of 1927 of 13 per cent. These figures do not include railroad construction just outside of the city limits of more than \$3,000,000.

Although the total of industrial permits for 1928 was only \$505,950, as compared with \$1,058,000 for dwellings and \$906,000 for apartments, major industrial developments are planned for 1929 at a cost equaling all building activities for the past year. Contractors regard the outlook as favorable.

SMALLER LIABILITIES OF BUSINESS FAILURES

Decrease in the Indebtedness Exceeds Increase in the Number of Defaults—Fewer Large Insolvencies Occur—Banking Suspensions Decline

IN a year during which favorable phases in business predominated, the insolvency statistics disclosed contrasting tendencies, with the rise in the number of failures being proportionately less than the decrease in the liabilities. The full tabulation for 1928 reveals 23,842 defaults, exclusive of banking and other fiduciary suspensions, and these mercantile reverses had an aggregate indebtedness of \$489,559,624. Examination of the returns covering a period of over seven decades shows that the number of insolvencies reached a new high level last year, being some 3 per cent. above the 23,146 failures of 1927 and 0.7 per cent. in excess of the previous maximum of 23,676 defaults, established in 1922. Those small increases compare with a reduction of 6 per cent. in last year's liabilities from the \$520,104,268 of 1927, and with a falling off of about 22 per cent. from the \$627,401,883 of 1921, which marks the highest figure ever attained. In 1922, also, the indebtedness went beyond \$620,000,000, and in 1923 and 1924 the amounts approximated \$540,000,000. It is significant, moreover, that the average of liabilities per failure last year, at about \$20,554, was the smallest, excepting the \$18,795 of 1926, in nearly a decade.

The percentages of failures to the total number of business concerns in the United States are given herewith:

Years	No. of Failures	No. of Business Concerns	Per Cent. of Failures
1928.....	23,842	2,199,000	1.08
1927.....	23,146	2,171,700	1.07
1926.....	21,773	2,158,400	1.01
1925.....	21,214	2,113,300	1.05
1924.....	20,615	2,047,302	1.01
1923.....	18,718	1,996,004	.94
1922.....	23,676	1,983,106	1.19
1921.....	19,652	1,927,304	1.02
1920.....	8,881	1,821,409	.49
1919.....	6,451	1,710,909	.38
1918.....	9,982	1,708,061	.58
1917.....	13,855	1,733,225	.80
1916.....	16,993	1,707,639	.99
1915.....	22,156	1,674,788	1.32
1914.....	18,280	1,655,496	1.10
1913.....	16,037	1,616,517	.99
1912.....	15,452	1,564,279	.98
1911.....	13,441	1,525,024	.81
1910.....	12,652	1,515,143	.80
1909.....	12,924	1,486,389	.80
1908.....	15,690	1,447,554	1.08
1907.....	11,725	1,418,075	.82
1906.....	10,682	1,392,949	.77
1905.....	11,520	1,357,455	.85
1904.....	12,199	1,320,172	.92
1903.....	12,069	1,281,481	.94
1902.....	11,615	1,253,172	.93
1901.....	11,002	1,219,242	.90
1900.....	10,774	1,174,300	.92
1899.....	9,337	1,147,595	.81
1898.....	12,186	1,105,830	1.10
1897.....	13,351	1,058,521	1.26
1896.....	15,088	1,151,579	1.31
1895.....	13,197	1,209,282	1.09
1894.....	13,885	1,114,174	1.25
1893.....	15,242	1,193,113	1.28
1892.....	10,344	1,172,705	.88
1891.....	12,273	1,142,951	1.07
1890.....	10,907	1,110,590	.98
1889.....	10,882	1,051,140	1.04

The ratio of the number of insolvencies to firms and individuals engaged in commercial pursuits increased in 1928, but only slightly—from 1.07 per cent. in 1927 to 1.08 per cent.—and it was lower than on many other occasions, with the top point represented by the 1.32 per cent. of 1915. In 1922, when the number of failures was closest to last year's total, the ratio was 1.19 per cent., while the lowest ratio was recorded in 1919, at 0.38 per cent. After the high mark of 1915, the ratio fell steadily and did not again touch 1 per cent. until 1921. Since that time, it has been under 1 per cent. in only one year—namely, in 1923. The comparisons of the indebtedness have shown, however, that the business mortality last year centered, even more than usual, in the moderate-sized and small enterprises, and this fact is confirmed by the decrease in the aggregate liabilities of defaults involving \$100,000, or more, in each instance.

An important and instructive part of DUN'S insolvency record is the tabulation of commercial failures by separate States and geographical divisions. Such a compilation for last year shows that the rise in the total of defaults was due to a sharp increase in the Middle Atlantic group, comprising

the three States of New York, New Jersey and Pennsylvania. More insolvencies occurred in each instance, and the aggregate for that section was 22.9 per cent. higher than in 1927. The number of mercantile reverses also was larger in New England, the Central East and on the Pacific Coast, but these increases were small and were more than offset by reductions in the South Atlantic division, the South Central group, the Central West and the Western States. Relatively, the most satisfactory numerical exhibit was made by the Central Western section, with a decrease of 11.7 per cent. As has been previously shown, last year's combined liabilities involved an amount smaller by practically 6 per cent. than that of 1927. Only two divisions reported a heavier indebtedness—10.5 per cent. more in the Central East and 0.3 per cent. more in the Middle Atlantic States. Elsewhere, the declines were sizable in each case, the smallest being 11.4 per cent. in the South Central group and the largest 25.8 per cent. in the Central West.

Commercial failures by geographical sections are compared herewith for two years:

Section:	Number		P. C. Inc.	Liabilities		P. C. Dec.
	1928	1927		1928	1927	
New England.....	2,555	2,465	3.6	\$48,521,219	\$55,074,657	11.9
Middle Atlantic.....	6,349	5,167	22.9	157,105,086	156,560,049	+0.3
South Atlantic.....	2,353	2,545	*7.5	57,022,588	67,836,857	15.9
South Central.....	2,274	2,487	*8.6	38,791,652	43,805,473	11.4
Central East.....	4,606	4,550	1.2	111,124,056	100,544,720	+10.5
Central West.....	2,100	2,379	*11.7	32,403,591	43,690,065	25.8
Western.....	584	617	*5.3	6,854,617	7,903,243	13.3
Pacific.....	3,021	2,936	2.9	37,736,815	44,689,204	15.6
Total.....	23,842	23,146	3.1	\$489,559,624	\$520,104,268	5.9

*Decrease. †Increase.

When the mercantile mortality is examined according to classes of business, it is seen that the rise in the number of failures last year extended to manufacturing, trading and "other commercial" lines, the latter comprising agents, brokers, etc. The respective increases were 4.3 per cent., 2.5 per cent. and 4.3 per cent., relatively the best showing, therefore, being made by traders. On the other hand, it was in trading occupations that the smallest decrease in the liabilities occurred, the reduction being 1.3 per cent. The most satisfactory condition in that respect prevailed among manufacturers, with a decline of 13.7 per cent.; among agents, brokers, etc., the amount was 1.7 per cent. larger than that of 1927.

The number and liabilities of commercial failures in the United States, by classes, are given herewith for two years:

Class:	Number		P. C. Inc.	Liabilities		P. C. Dec.
	1928	1927		1928	1927	
Manufacturing.....	5,924	5,682	4.3	\$182,478,119	\$211,504,826	13.7
Trading.....	16,477	16,082	2.5	225,501,426	228,194,421	1.3
Agents, Brokers, etc.....	1,441	1,382	4.3	81,780,079	80,405,021	+1.7
Total Commercial.....	23,842	23,146	3.1	\$489,559,624	\$520,104,268	5.9

†Increase.

The tabulation of the quarterly insolvency statistics for 1928 shows that the number of commercial failures followed the usual trend by reaching its lowest point during the third quarter, at 5,210. There was a rise to 5,804 in the last quarter, but the highest mark, as invariably is the case, was touched in the first quarter, at 7,055. Similarly, the first quarter brought the largest liabilities, at about \$147,500,000; the smallest amount was represented by the approximately \$103,900,000 of the second quarter. That total contrasted with \$115,100,000 as the low level of 1927, while the heaviest indebtedness in the earlier year was the \$156,100,000 of the first quarter.

The following table compares the quarterly commercial failures in the United States for the last two years:

Period:	Number		P. C. Inc.	Liabilities		P. C. Dec.
	1928	1927		1928	1927	
First Quarter.....	7,055	6,643	6.2	\$147,519,198	\$156,121,853	5.5
Second Quarter.....	5,773	5,653	2.1	103,929,208	125,405,665	17.1
Third Quarter.....	5,210	5,037	3.4	121,745,149	115,132,052	+5.7
Fourth Quarter.....	5,804	5,813	*0.2	116,366,069	123,444,698	5.7
Year.....	23,842	23,146	3.1	\$489,559,624	\$520,104,268	5.9

*Decrease. †Increase.

Geographical Analysis of Failures

As has been previously shown, the number of commercial failures in New England increased last year, but the liabilities declined. Totalling 2,555, defaults in that section compare with 2,465 in 1927, while the \$48,521,219 of indebtedness for 1928 contrasts with \$55,074,657 in the earlier year. The number of insolvencies last year fell off only in New Hampshire, where a decrease of 13 occurred; but the increases, except for a rise of 70 insolvencies in Massachusetts, were small. The contraction in the liabilities for this geographical division, as a whole, resulted from a substantial improvement in Massachusetts and Connecticut, which reported reductions of about \$4,500,000 and \$3,600,000, respectively.

The insolvency record for the Middle Atlantic section for last year reveals an increase in number of commercial failures quite out of proportion with the rise in the liabilities. A total of 6,349 defaults was reported by the three States of New York, New Jersey and Pennsylvania, against 5,167 in 1927; but last year's indebtedness, at \$157,105,086, makes a close comparison with the \$156,560,049 of the earlier period. The number of insolvencies was larger in each instance, there being an increase of 584 in New York State, 247 in New Jersey and 351 in Pennsylvania. Had it not been for an expansion of more than \$5,700,000 in the liabilities for New Jersey, the aggregate for this geographical division would have declined, for there were decreases of about \$2,700,000 and \$2,500,000, respectively, in New York and Pennsylvania.

A distinct improvement in the business mortality in the South Atlantic section is disclosed by last year's total of 2,353 commercial failures, with liabilities of \$57,022,588. Those results contrast with 2,545 defaults in 1927, involving \$67,836,857. Six of the nine States included in this group reported fewer insolvencies, these being Maryland, District of Columbia, Virginia, North Carolina, South Carolina and Florida. The reduction in the latter State was especially marked, while the largest increases were 34 in each case in West Virginia and Georgia. A majority of the States also had a smaller indebtedness, declines occurring in Maryland, Delaware, Virginia, North Carolina and Georgia. The contraction in Maryland, Delaware and North Carolina was particularly marked.

There were both fewer commercial failures and smaller liabilities in the South Central section last year, 2,274 defaults for \$38,791,652 comparing with 2,487 insolvencies, involving \$43,805,473, in 1927. Numerical improvement occurred in five of the eight States comprising this group, these being Alabama, Mississippi, Oklahoma, Louisiana and Texas. The decreases ranged from 27 in Louisiana to 122 in Texas, while the largest increase was one of 32 in Arkansas. Aside from the latter State, where there was a rise of about \$2,400,000, the indebtedness fell off in each instance, Tennessee alone showing a reduction of approximately \$2,300,000.

Although the number of commercial failures in the Central East last year did not rise in a striking way, the liabilities increased considerably. Thus, the 4,606 defaults in this section compare with 4,550 in 1927, whereas the indebtedness of \$111,124,056 contrasts with \$100,544,720 in the earlier period. Of the five States included in this group,

Indiana and Michigan had fewer insolvencies, the decreases being 80 and 63, respectively. The totals for Ohio and Wisconsin did not change greatly, but Illinois reported an increase of 141. In point of indebtedness, Indiana, with a decline of about \$1,700,000, alone showed improvement; the most pronounced expansion was \$7,000,000 in Michigan and \$4,600,000 in Illinois.

A decidedly lower commercial mortality is shown for the Central West, last year's 2,100 failures comparing with 2,379 in 1927, and the liabilities being \$32,403,591, against \$43,690,065 during the earlier period. Examination of the returns by separate States shows that the improvement was practically general, Kansas alone reporting an increase. The number of defaults in that State was little changed, but the indebtedness rose about \$1,000,000. Elsewhere, there were decreases in both number and amount; the falling off in number of insolvencies ranged from 25 in Iowa to 122 in Minnesota, while the contraction in the liabilities varied from \$480,000 in Iowa to fully \$6,000,000 in Missouri. In Minnesota, also, the decline was especially heavy, being close to \$3,400,000.

Fewer commercial failures and smaller liabilities are represented in the insolvency record for the Western section for the year recently ended. At 584, the number of defaults compares with 617 in 1927, while last year's indebtedness of \$6,854,617 contrasts with \$7,903,243 in the earlier period. Of the eight States comprising this geographical section, five reported numerical decreases, these being Montana, Idaho, Wyoming, Arizona and Utah. Similarly, five States had smaller liabilities—namely, Montana, Colorado, New Mexico, Arizona and Utah.

Contrasting tendencies mark the insolvency returns for the three Pacific Coast States for last year, the number of commercial failures being higher, but the liabilities declining substantially. Thus, the 3,021 defaults compare with 2,936 in 1927, whereas last year's indebtedness of \$37,736,815 is appreciably below the \$44,689,204 of the earlier period. The numerical increase for this group, as a whole, was due to a rise of 162 in the total for California, which more than offset reductions of 21 and 56, respectively, in Washington and Oregon. On the other hand, the debts fell off in each instance, being fully \$4,100,000 less in California and \$2,500,000 smaller in Washington. The contraction in Oregon approximated \$260,000.

Banking Suspensions in 1928

FURTHER improvement marks the record of banking suspensions in the United States for 1928. Compilations made by R. G. DUN & Co. have shown a decided falling off in the totals during the last two years, both in number and liabilities, and the latest statistics disclose decreases of 38.8 and 32.7 per cent., respectively, from the figures for 1926. Thus, banking and other fiduciary suspensions in 1928 numbered 372 and had an indebtedness of \$129,649,605, whereas in 1926 the number was 608, for \$212,074,999. The number fell to 393 in 1927, while the amount involved declined to \$143,449,246.

A geographical analysis of last year's returns shows that 2 banking suspensions, with liabilities of \$1,125,000, occurred in New England, against none in this section in either 1927 or 1926. Limiting the further comparison to

QUARTERLY RECORD OF COMMERCIAL FAILURES IN THE UNITED STATES, AND AVERAGE OF LIABILITIES

Years	FIRST QUARTER			SECOND QUARTER			THIRD QUARTER			FOURTH QUARTER			TOTAL FOR THE YEAR		
	No. Fail-ures	Amount of Liabilities	Average of Liabilities	No. Fail-ures	Amount of Liabilities	Average of Liabilities	No. Fail-ures	Amount of Liabilities	Average of Liabilities	No. Fail-ures	Amount of Liabilities	Average of Liabilities	No. Fail-ures	Amount of Liabilities	Average of Liabilities
1907..	3,136	\$32,075,591	10,228	2,471	\$37,493,071	15,173	2,483	\$46,467,686	18,714	3,635	\$81,348,877	22,379	11,725	\$197,385,225	16,834
1908..	4,909	75,706,191	15,422	3,800	48,668,642	12,805	3,457	55,302,690	15,997	3,524	42,638,161	12,099	15,690	222,315,684	14,169
1909..	3,850	44,460,950	11,548	2,981	44,080,423	14,787	2,836	29,094,498	10,259	3,257	36,967,594	11,350	12,924	154,603,465	11,963
1910..	3,525	73,079,154	20,732	2,863	39,160,152	13,678	3,011	42,177,998	14,008	3,253	47,339,793	14,552	12,652	201,757,097	15,947
1911..	3,985	69,651,761	14,969	3,076	44,046,590	14,319	2,880	35,167,269	12,211	3,500	62,196,045	14,913	13,441	191,061,665	14,215
1912..	4,928	63,012,323	13,051	3,489	44,999,900	12,898	3,499	45,532,137	13,013	3,636	49,573,031	13,634	15,452	203,117,391	15,145
1913..	4,458	76,832,277	17,235	3,705	56,076,784	15,135	3,549	63,837,315	17,987	4,325	75,925,912	17,555	16,037	272,672,288	17,003
1914..	4,826	83,221,826	17,265	3,717	101,877,904	27,410	4,298	86,818,291	20,200	5,439	85,990,838	15,810	18,280	357,908,859	19,579
1915..	7,216	105,703,355	14,648	5,524	82,884,200	15,004	4,548	52,876,525	11,626	4,868	60,822,068	12,494	22,156	302,286,148	15,644
1916..	5,587	61,492,746	11,415	4,108	49,748,675	12,110	3,755	43,345,286	11,543	3,743	41,625,549	11,120	16,893	196,212,256	11,547
1917..	3,937	62,307,099	15,866	3,551	42,414,257	11,944	3,249	47,228,082	14,536	3,118	40,491,333	12,968	13,895	182,441,371	13,168
1918..	3,300	49,780,300	15,085	2,589	38,013,262	14,683	2,180	35,181,462	16,139	1,913	40,044,955	20,933	9,982	163,019,979	16,331
1919..	1,904	35,821,052	18,813	1,559	32,889,834	21,096	1,393	20,230,722	14,523	1,595	24,349,629	15,266	6,451	113,291,237	17,561
1920..	1,627	29,702,499	18,256	1,725	57,041,377	33,067	2,031	79,833,595	39,308	3,498	128,544,334	36,747	8,881	295,121,805	33,230
1921..	4,572	160,397,989	37,038	4,163	130,273,615	31,293	4,472	122,699,399	27,440	4,145	104,030,880	31,575	19,652	627,401,885	31,926
1922..	7,517	218,012,365	29,002	5,867	155,703,973	26,538	5,033	117,198,157	23,285	5,259	132,981,736	25,285	23,676	623,806,251	26,351
1923..	5,316	138,231,574	26,002	4,408	121,192,494	27,493	3,776	98,754,559	26,153	5,218	181,208,179	34,728	18,718	539,386,806	28,816
1924..	5,655	184,865,571	32,691	5,130	119,594,388	23,313	4,441	126,263,495	28,431	5,580	112,501,995	20,876	26,615	543,225,449	26,351
1925..	5,969	128,481,780	21,525	5,451	110,916,670	20,348	4,663	102,351,371	21,928	5,131	101,994,451	19,879	21,214	443,744,272	20,918
1926..	6,081	108,450,339	17,836	5,395	101,438,162	18,802	4,635	87,799,486	18,943	5,662	111,544,291	19,701	21,773	409,232,278	18,795
1927..	6,643	156,121,833	23,502	5,653	125,405,665	22,184	5,637	115,132,652	22,857	5,813	123,444,698	21,226	22,146	520,104,268	22,471
1928..	7,055	147,519,198	20,910	5,773	103,929,268	18,003	5,210	121,745,149	23,568	5,304	116,366,069	20,049	23,842	489,559,624	20,533

COMMERCIAL FAILURES 1928

States		TOTAL 1928		1927		Classified Failures 1928						Banking Failures		
		No.	Assets	Liabilities	No.	Liabilities	MANUFACTURING		TRADING		OTHER COM'L		No.	Liabilities
New England		No.			No.		No.	Liabilities	No.	Liabilities	No.	Liabilities	No.	Liabilities
Maine	210	\$1,138,332	\$2,095,228	197	\$1,905,476	53	\$801,081	136	\$1,410,583	21	\$683,562	..	..
New Hampshire	83	865,921	1,298,506	96	960,296	23	342,138	57	930,708	3	25,600	..	..
Vermont	60	365,246	804,044	50	392,112	20	295,273	34	479,032	6	29,739	..	..
Massachusetts	1,454	8,998,117	33,234,988	1,384	37,779,018	629	17,390,641	687	9,532,716	138	6,311,581	1	\$200,000	
Connecticut	529	4,900,448	8,508,825	527	12,152,711	165	4,343,692	339	3,663,858	25	501,275	1	925,000	
Rhode Island	219	672,465	1,979,680	211	1,885,044	61	811,343	148	1,070,737	10	97,600	..	..
Total	2,555	\$16,740,529	\$48,521,219	2,465	\$55,074,057	951	\$23,784,168	1,401	\$17,087,094	203	\$7,049,3..	2	\$1,125,000	
1927	2,465	20,974,346	55,074,657	..	..	338	31,422,016	1,447	17,886,158	180	5,766,48	..	..
Middle Atlantic														
New York	3,832	\$41,065,334	\$95,194,095	3,248	\$97,933,362	1,124	\$38,419,821	2,477	\$39,365,965	231	\$17,408,309	4	\$2,164,500	
New Jersey	1,024	14,627,658	29,148,773	777	23,880,898	337	15,160,943	596	10,325,105	91	3,663,72..	..	..
Pennsylvania	1,493	15,405,111	32,761,218	1,142	35,245,989	344	12,965,321	1,098	18,224,514	51	1,571,383	..	..
Total	6,349	\$71,098,103	\$157,105,086	5,167	\$156,560,049	1,805	\$66,546,085	4,171	\$67,915,584	373	\$22,643,417	4	\$2,164,500	
1927	5,167	75,563,052	156,560,049	..	..	1,534	65,876,171	3,290	55,820,040	343	34,863,838	2	1,887,750
South Atlantic														
Maryland	372	\$4,015,603	\$6,171,444	384	\$13,453,844	79	\$2,362,936	267	\$3,252,868	26	\$555,640	..	..
Delaware	35	325,714	473,207	26	2,801,252	34	468,734	1	4,473	1	\$250,000
Dist. Columbia	126	3,032,770	5,137,190	128	3,785,744	27	754,247	81	742,814	18	3,640,129	..	..
Virginia	260	2,097,078	4,169,646	338	5,079,436	47	2,097,535	202	1,946,646	11	125,465	2	237,000	
West Virginia	337	5,105,987	8,263,931	303	8,105,834	51	3,093,617	277	4,507,064	9	663,250	2	676,100	
North Carolina	310	5,546,550	7,033,112	325	9,904,591	30	2,523,284	270	4,381,596	10	128,232	5	2,168,061	
South Carolina	126	2,746,721	3,395,053	157	3,173,663	9	1,235,835	114	2,114,918	3	44,300	18	4,350,000	
Georgia	342	3,467,937	5,684,126	308	6,810,902	41	1,058,123	289	3,853,458	12	772,545	17	14,134,200	
Florida	445	10,434,460	16,694,879	576	14,721,291	54	5,601,675	363	9,171,524	28	1,921,680	31	21,193,500	
Total	2,353	\$36,771,920	\$57,022,588	2,545	\$67,836,857	338	\$18,727,252	1,897	\$30,439,622	118	\$7,855,714	76	\$43,008,861	
1927	2,545	36,628,061	67,836,857	..	..	427	21,204,699	1,984	34,009,588	134	12,622,575	46	42,375,470
South Central														
Kentucky	250	\$2,803,086	\$3,958,585	220	\$4,971,867	53	\$1,898,755	193	\$1,940,330	4	\$119,500	4	\$1,433,000	
Tennessee	335	3,797,807	5,450,214	317	7,722,567	59	1,139,376	274	4,153,853	11	156,985	2	4,461,329	
Alabama	248	2,176,395	2,810,880	286	3,925,260	38	960,853	200	1,804,788	10	45,239	..	..
Mississippi	131	766,567	1,776,138	187	2,327,337	5	117,670	123	1,487,468	3	171,000	3	1,339,000	
Arkansas	329	6,594,820	7,864,220	297	5,475,541	46	3,015,541	273	4,553,129	10	295,550	16	4,467,548	
Oklahoma	343	2,662,811	3,731,536	393	4,483,506	20	299,265	309	3,352,950	14	79,321	5	814,900	
Louisiana	101	828,254	2,071,235	128	2,638,912	10	166,500	89	1,898,735	2	6,000	1	175,000	
Texas	537	4,545,990	11,128,844	659	12,360,54	42	1,627,037	483	8,661,440	12	840,367	8	4,044,000	
Total	2,274	\$24,175,730	\$38,791,652	2,487	\$43,805,47	264	\$9,224,997	1,944	\$27,852,693	66	\$1,713,962	39	\$16,734,777	
1927	2,487	22,153,717	43,805,473	..	..	264	10,332,129	2,160	31,019,015	63	2,454,329	64	19,402,737
Central East														
Ohio	1,274	\$24,044,326	\$34,832,158	1,251	\$34,456,716	319	\$16,161,504	888	\$15,213,927	67	\$3,456,727	6	\$3,820,000	
Indiana	530	8,029,871	14,480,591	610	16,163,637	112	6,551,892	390	6,032,339	28	1,896,360	19	5,982,143	
Illinois	1,497	19,368,688	35,738,854	1,356	31,104,830	346	11,215,138	1,071	15,099,208	80	9,424,598	9	1,512,000	
Michigan	732	13,628,776	17,451,157	795	10,372,91	155	2,644,937	526	6,124,637	51	8,681,583	..	..
Wisconsin	573	6,374,521	8,621,296	538	8,446,621	193	3,375,826	336	4,053,793	44	1,191,677	1	900,000	
Total	4,006	\$71,444,182	\$111,124,056	4,550	\$100,544,720	1,125	\$39,949,297	3,211	\$46,523,904	270	\$24,650,855	35	\$12,214,143	
1927	4,550	54,496,849	100,544,720	..	..	1,177	44,286,422	3,114	45,317,927	259	10,940,371	43	19,684,880
Central West														
Minnesota	638	\$2,431,515	\$5,482,927	760	\$8,855,068	153	\$1,437,624	433	\$3,661,624	52	\$383,679	32	\$5,009,100	
Iowa	283	2,441,487	3,838,900	308	4,317,794	39	1,066,835	239	2,512,615	5	229,500	35	11,501,586	
Missouri	673	7,810,740	16,945,716	718	22,925,920	122	4,964,936	525	5,209,505	31	6,771,275	32	5,861,472	
North Dakota	41	342,134	566,440	69	1,260,831	3	69,300	37	493,640	1	3,500	30	5,872,000	
South Dakota	43	272,867	458,540	76	1,176,524	2	3,800	39	434,240	2	20,500	4	1,520,000	
Nebraska	220	846,176	1,783,635	248	2,631,903	25	155,525	174	1,317,964	21	210,156	47	13,845,800	
Kansas	197	2,302,849	5,427,353	200	2,455,025	19	501,165	169	2,144,638	9	781,580	20	3,998,600	
Total	2,100	\$16,247,768	\$32,403,591	2,379	\$43,690,065	363	\$8,229,185	1,616	\$15,774,216	121	\$8,400,190	200	\$47,608,558	
1927	2,379	23,654,681	43,690,065	..	..	443	18,422,032	1,790	21,166,404	146	4,101,629	196	47,161,510
Western														
Montana	102	\$427,148	\$908,648	125	\$974,488	16	\$184,620	79	\$719,028	7	\$6,000	1	\$45,000	
Idaho	72	343,182	1,148,956	76	595,775	10	738,139	62	410,817	..	..	2	445,000
Wyoming	33	356,184	477,319	49	402,852	4	109,853	24	149,826	5	217,640	1	200,000	
Colorado	205	1,364,447	2,472,347	182	3,201,582	27	599,909	169	1,722,938	9	149,500	2	886,000	
New Mexico	32	167,402	358,808	27	1,095,468	3	16,675	20	336,533	3	5,600	..	..
Arizona	17	156,111	361,300	25	377,30	1	118,400	15	214,400	1	28,500	..	..
Utah	103	586,937	914,819	137	1,168,433	20	254,461	81	619,358	2	11,000	3	1,450,000	
Nevada	20	104,158	212,420	16	87,332	2	22,000	15	155,320	3	35,100	..	..
Total	584	\$3,505,589	\$6,854,617	617	\$7,908,242	83	\$2,044,057	471	\$4,357,220	30	\$453,340	9	\$3,026,000	
1927	617	5,416,517	7,903,243	..	..	84	852,626	506	6,297,167	27	753,450	17	3,950,100
Pacific														
Washington	584	\$3,613,743	\$7,540,577	605	\$10,088,793	169	\$3,598,431	372	\$3,220,954	43	\$721,192	3	\$1,000,000	
Oregon	484	3,477,098	7,861,830	540	8,122,97	180	3,112,807	257	2,139,587	47	2,609,436	3	2,317,766	
California	1,953	8,402,907	22,334,408	1,791	26,477,457	646	7,261,840	1,137	9,989,952	170	5,082,616	1	450,000	
Total	3,021	\$15,493,748	\$37,736,815	2,936	\$44,689,204	995	\$13,973,078	1,766	\$15,350,493	260	\$8,413,244	7	\$3,767,766	
1927	2,936	17,852,410	44,689,204	..	..	915	19,108,731	1,791	16,678,127	230	8,902,346	25	8,986,390
UNITED STATES														
Total	23,842	\$235,477,569	\$489,559,624	23,146	\$520,104,268	5,924	\$182,478,119	16,477	\$225,301,426	1,441	\$81,780,079	372	\$129,649,605	
1927	23,146	256,739,633	520,104,268	..	..	5,982	211,504,826	16,982	228,194,421	1,382	80,465,021	394	143,449,246

the last two years, it is seen that numerical reductions for 1928 were reported by the South Central, the Central Eastern, the Western and the Pacific Coast States, the betterment being especially marked in the South Central, the Western and the Pacific groups. The only sizable increase—one of 31—was in the South Atlantic division. Moreover, the important changes in the indebtedness were in the direction of improvement, with particularly large decreases in the Central East and on the Pacific Coast. Those declines approximated \$7,500,000 and \$5,200,000, respectively, and were supplemented by a reduction of \$2,700,000 in the South Central States and one of \$925,000 in the Western section.

Record of December Defaults

In view of the fact that the latest statistics are the best index of existing conditions, it is especially instructive to examine the December insolvency record. The tabulation for that month discloses 1,943 commercial failures, with aggregate liabilities of \$40,774,160. Several interesting comparisons with earlier returns are revealed, but the outstanding feature is the relatively small rise in the number of defaults over the November total. The increase is only 5% per cent., the lowest back to 1922, when it was 4½ per cent., and compares with one of 16 per cent. in 1927. An

FAILURES BY BRANCHES OF BUSINESS—FIVE YEARS

MANUFACTURERS	Number				Liabilities			
	1928	1927	1926	1925	1928	1927	1926	1925
Iron, Foundries and Nails.....	119	120	80	57	\$5,182,927	\$18,125,588	\$5,893,850	\$2,208,514
Machinery and Tools.....	325	254	312	412	11,566,695	12,932,562	19,949,437	18,319,309
Woolens, Carpets and Knit Goods.....	28	36	48	70	3,291,051	1,537,259	3,193,381	4,865,823
Cottons, Lace and Hosiery.....	15	20	21	10	1,846,959	4,815,599	5,145,130	784,308
Lumber, Carpenters and Coopers.....	969	850	644	466	50,782,492	43,985,781	21,218,334	20,833,758
Clothing and Millinery.....	557	494	585	624	10,337,439	12,351,062	11,439,747	15,285,847
Hats, Gloves and Furs.....	193	153	121	85	3,201,010	2,490,608	2,278,295	1,963,628
Chemicals and Drugs.....	85	64	61	78	3,654,870	3,711,555	1,428,556	3,410,512
Paints and Oils.....	13	11	17	23	267,575	261,600	536,998	309,300
Printing and Engraving.....	172	264	230	198	3,604,589	7,613,046	3,490,448	3,910,495
Milling and Bakers.....	494	461	500	518	7,008,815	5,011,852	3,031,439	4,529,375
Leather, Shoes and Harness.....	135	140	133	163	6,542,638	7,870,414	4,028,546	5,020,555
Tobacco, etc.....	75	104	89	89	979,720	4,287,730	3,912,000	4,335,699
Glass, Earthenware and Brick.....	94	91	65	65	2,624,620	8,400,187	2,118,880	4,839,939
All Other.....	2,630	2,620	2,489	2,232	71,581,719	77,889,983	68,374,975	81,582,082
Total Manufacturing.....	5,924	5,682	5,395	5,090	\$182,478,119	\$211,504,826	\$158,042,016	\$167,684,839
TRADERS								
General Stores.....	1,042	1,214	1,217	1,305	\$13,387,718	\$18,739,646	\$17,396,419	\$20,007,586
Groceries, Meat and Fish.....	3,785	3,543	3,633	3,355	30,504,185	29,307,253	29,636,914	29,756,843
Hotels and Restaurants.....	1,105	1,046	928	1,072	24,361,727	18,241,755	13,869,246	12,494,224
Tobacco, etc.....	293	232	277	328	1,876,949	1,704,078	2,472,792	2,883,943
Clothing and Furnishings.....	2,324	2,157	2,058	2,118	27,891,378	28,523,815	24,708,183	33,151,013
Dry Goods and Carpets.....	1,121	1,187	1,021	1,035	17,770,040	22,090,483	19,405,331	21,615,922
Shoes, Rubbers and Trunks.....	681	729	597	732	7,063,622	8,683,442	6,452,607	8,221,067
Furniture and Crockery.....	667	686	606	631	12,202,497	11,593,429	11,774,322	10,743,808
Hardware, Stoves and Tools.....	507	463	439	413	8,337,317	7,558,772	7,250,709	8,437,865
Chemicals and Drugs.....	729	714	632	495	7,088,431	7,607,591	6,335,024	5,077,618
Paints and Oils.....	84	83	83	72	791,919	932,229	938,407	643,501
Jewelry and Clocks.....	473	420	406	445	8,158,267	7,591,560	7,168,102	8,357,103
Books and Papers.....	144	142	121	112	1,650,578	2,660,587	2,431,569	1,418,433
Hats, Furs and Gloves.....	148	92	91	114	2,166,623	1,592,318	1,030,638	1,710,921
All Other.....	3,404	3,370	3,168	2,934	62,050,775	61,367,463	50,443,710	50,564,682
Total Trading.....	16,477	16,082	15,268	15,611	\$225,301,426	\$228,194,421	\$201,332,973	\$215,368,517
Agents, Brokers, etc.....	1,441	1,382	1,110	963	81,780,079	80,405,021	49,856,289	60,690,863
Total Commercial.....	23,842	23,146	21,773	21,214	\$489,559,624	\$520,104,268	\$409,232,278	\$443,774,272

even larger difference appeared in 1924, when fully 23 per cent. more insolvencies occurred in December than in November. It is customary for the number of failures to take a decided upward trend late in a year, but the comparatively moderate mortality during the last two months has shown that the strains in connection with the approaching annual settlements were less of a factor than usual. Further significance attaches to the point that the number of December defaults is the smallest for the month since 1925, and 10 per cent. under the 2,162 mercantile reverses of December, 1927.

It is not only in respect of the number of insolvencies that the December report exhibits improvement, for the indebtedness also is relatively favorable. The \$40,774,160 involved by last month's commercial failures, while slightly above the amount for November, is 20½ per cent. under the \$51,062,253 of a year ago. More than that, declines appear in comparison with the figures for December of each of the last nine years, with the single exception of 1925, when the liabilities approximated \$36,500,000. The high point for the month was reached in 1921, at about \$87,500,000. As usual, some defaults of exceptional size occurred last month.

FAILURES BY BRANCHES OF BUSINESS—DECEMBER, 1928

MANUFACTURERS	Number				Liabilities			
	1928	1927	1926	1925	1928	1927	1926	1925
Iron, Foundries and Nails.....	9	10	10	10	\$255,010	\$585,558		
Machinery and Tools.....	21	35	33	33	871,173	690,545		
Woolens, Carpets & Knit Goods.....	1	6	3	3	58,000	90,900		
Cottons, Lace and Hosiery.....		2	1			312,000		
Lumber, Carpenters & Coopers.....	107	95	60	60	9,761,880	8,071,598		
Clothing and Millinery.....	51	49	51	51	833,148	1,010,471		
Hats, Gloves and Furs.....	17	35	11	11	286,700	472,725		
Chemicals and Drugs.....	10	7	5	5	172,946	1,527,600		
Paints and Oils.....	3	2			68,900	34,600		
Printing and Engraving.....	11	22	11	11	247,800	208,007		
Milling and Bakers.....	46	55	38	38	611,103	547,408		
Leather, Shoes and Harness.....	8	17	14	14	236,600	878,040		
Tobacco, etc.....	6	9	11	11	85,800	2,261,100		
Glass, Earthenware and Brick.....	6	13	5	5	217,500	5,966,313		
All Other.....	202	240	241	241	4,076,112	6,367,410		
Total Manufacturing.....	498	597	494	494	\$17,782,672	\$29,024,365		
TRADERS								
General Stores.....	104	94	130	130	\$1,531,522	\$1,092,014		
Groceries, Meat and Fish.....	332	351	329	329	2,771,791	2,708,110		
Hotels and Restaurants.....	88	107	109	109	1,778,379	1,337,306		
Tobacco, etc.....	21	14	29	29	134,305	81,089		
Clothing and Furnishings.....	182	195	215	215	2,727,938	3,066,462		
Dry Goods and Carpets.....	85	90	103	103	1,418,400	1,476,516		
Shoes, Rubbers and Trunks.....	45	63	52	52	523,150	452,225		
Furniture and Crockery.....	41	53	26	26	1,458,700	690,003		
Hardware, Stoves and Tools.....	41	53	26	26	592,535	631,100		
Chemicals and Drugs.....	60	66	63	63	548,400	703,714		
Paints and Oils.....	5	13	11	11	33,800	160,689		
Jewelry and Clocks.....	40	28	29	29	1,349,100	511,773		
Books and Papers.....	5	10	11	11	79,600	125,555		
Hats, Furs and Gloves.....	23	24	14	14	358,800	621,320		
All Other.....	240	287	269	269	3,635,514	3,974,757		
Total Trading.....	1,324	1,430	1,469	1,469	\$18,932,934	\$16,732,633		
Other Commercial.....	121	135	106	106	4,058,554	5,305,235		
Total United States.....	1,943	2,162	2,069	2,069	\$40,774,160	\$51,062,253		

Automobiles and accessories, December, 1928: Manufacturers 10, liabilities \$147,404; trading 67, liabilities \$931,168; total of all 123, liabilities \$1,795,894. Manufacturers include all branches of the industry; trading includes all accessories and filling stations, and the total also includes garages, bus lines, etc.

A summary of the monthly record of commercial failures in the United States shows that the high point in number of defaults last year was attained in January, at 2,643. That month invariably brings the largest number of insolvencies, while the low level usually is reached in September, as it was in 1928, with 1,635 failures. The heaviest liabilities last year were reported in August, at \$58,201,830; the smallest indebtedness occurred in July, at \$29,586,633.

In the following table, the number and liabilities of commercial failures in the United States, by months, are given, the manufacturing and trading classes being tabulated separately:

	ALL COMMERCIAL				Liabilities			
	1928	1927	1926	1925	1928	1927	1926	1925
January.....	2,643	2,465	2,296	2,296	\$47,634,411	\$51,290,232	\$43,051,444	\$41,776,348
February.....	2,176	2,035	1,801	1,801	45,070,642	46,940,716	34,176,348	30,622,547
March.....	2,236	2,143	1,984	1,984	54,814,145	59,890,905	50,800,905	70,632,547
April.....	1,818	1,968	1,957	1,957	37,985,145	53,155,773	38,487,321	38,487,321
May.....	2,008	1,852	1,730	1,730	36,116,990	37,784,773	33,543,318	33,543,318
June.....	1,947	1,833	1,708	1,708	29,827,073	34,465,165	29,407,523	29,407,523
July.....	1,723	1,756	1,695	1,695	29,586,633	34,149,974	29,680,009	29,680,009
August.....	1,852	1,708	1,593	1,593	58,201,830	39,195,953	28,129,660	28,129,660
September.....	1,635	1,573	1,437	1,437	33,956,686	32,786,125	29,989,817	29,989,817
October.....	2,023	1,787	1,763	1,763	34,990,474	36,235,872	33,230,720	33,230,720
November.....	1,838	1,864	1,830	1,830	40,601,435	36,146,373	32,693,993	32,693,993
December.....	1,943	2,162	2,069	2,069	40,774,160	51,062,253	45,619,578	45,619,578
MANUFACTURING								
January.....	553	501	510	510	\$14,870,665	\$19,996,202	\$16,093,950	\$16,093,950
February.....	468	411	447	447	12,751,295	10,518,450	10,822,319	10,822,319
March.....	546	569	469	469	20,411,956	22,367,655	9,861,821	9,861,821
April.....	432	492	494	494	16,236,432	25,277,590	16,733,792	16,733,792
May.....	470	444	437	437	14,229,730	13,801,558	16,157,115	16,157,115
June.....	413	427	435	435	12,722,577	15,866,903	10,091,603	10,091,603
July.....	450	448	396	396	12,932,132	16,742,565	11,167,484	11,167,484
August.....	493	438	449	449	16,877,179	14,921,067	12,615,585	12,615,585
September.....	454	389	374	374	14,727,430	15,348,867	10,092,741	10,092,741
October.....	528	488	450	450	13,490,206	17,134,042	11,649,671	11,649,671
November.....	519	478	440	440	15,445,845	12,785,562	16,097,444	16,097,444
December.....	498	597	494	494	17,782,672	29,024,365	16,758,491	16,758,491
TRADING								
January.....	1,946	1,842	1,696	1,696	\$26,445,860	\$24,530,455	\$21,511,872	\$21,511,872
February.....	1,581	1,508	1,282	1,282	24,951,932	23,405,612	20,317,275	20,317,275
March.....	1,566	1,468	1,124	1,124	26,186,339	28,191,482	18,622,793	18,622,793
April.....	1,276	1,342	1,378	1,378	16,048,734	22,307,734	19,093,768	19,093,768
May.....	1,407	1,292	1,216	1,216	18,900,104	19,977,866	15,709,760	15,709,760
June.....	1,325	1,310	1,160	1,160	13,780,748	17,856,038	15,525,130	15,525,130
July.....	1,161	1,187	1,122	1,122	12,890,466	16,832,346	14,614,282	14,614,282
August.....	1,241	1,174	1,071	1,071	19,096,617	14,702,047	14,095,548	14,095,548
September.....	1,073	1,083	958	958	13,567,064	12,551,799	11,242,485	11,242,485
October.....	1,369	1,170	1,205	1,205	17,268,263	14,657,147	15,874,320	15,874,320
November.....	1,202	1,276	1,285	1,285	17,223,965	16,949,262	14,157,616	14,157,616
December.....	1,324	1,430	1,469	1,469	18,932,934	29,024,365	20,578,954	20,578,954

A tabulation made exclusively by DUN'S REVIEW separates the large commercial failures from the greater number of smaller defaults. Such a compilation for last year reveals 689 insolvencies having liabilities of \$100,000, or more, in each instance, involving \$

DUN'S STATISTICAL RECORD

Latest Week:	1927	1928
Bank Clearings.....	\$14,493,125,000	\$12,398,077,000
†Crude Oil Output (barrels)	2,591,050	2,379,050
Freight Car Loadings.....	667,586	680,554
Failures (number).....	635	628
Commodity Price Advances	27	50
Commodity Price Declines.	36	32
Latest Month:	1927	1928
Merchandise Exports.....	\$546,000,000	\$460,237,757
Merchandise Imports.....	327,000,000	343,514,040
Building Permits.....	165,687,200	261,505,600
Pig Iron Output (tons)...	3,369,846	2,695,755
Unfilled Steel Tonnage...	3,976,712	3,972,874
†Cotton Consumption (bales)	618,788	613,520
Cotton Exports (bales)...	1,240,702	1,126,509
DUN's Price Index.....	\$192.365	\$192.849
Failures (number).....	1,943	2,162
†Daily average. ‡Domestic consumption.		

THE WEEK

NOT all lines of business have yet emerged from the customary year-end lull, but long experience has demonstrated that such a movement usually comes only gradually and unevenly. A simultaneous advance was scarcely to be anticipated, and the irregular progress now does not modify the confident opinions on the outlook that were widely held when January began. Conventions and shows have occupied much attention recently, stimulating demand in some instances and temporarily retarding it in other cases, and the commercial trend will not be fully revealed until more time has elapsed. That it is definitely forward in the great steel trade, which has been a leader for many months, is made clear by current reports, and the constructive bearing of this upturn on general conditions is obvious. The further gain in that field is the more significant when the unparalleled output of 1928 is considered, and mills continue to balance their operations closely to needs actually disclosed. The same practice is being adhered to in most branches of manufacture, although the problem of preventing excessive production is met with in certain industries. mainly, existing supplies are not burdensome, but in some commodity markets the present week brought out sufficient pressure to sell to cause lower prices. The decline was especially noticeable in hides, in which substantial concessions were made on larger dealings, and the easing in this quarter chiefly accounts for the surplus of reductions in DUN's list of wholesale quotations. Similarly, cotton goods yielded a little, influenced by the lessened firmness in the raw material, but some of the metals strengthened more. Broadly viewed, the results for the early part of this month have not varied appreciably from what had been expected, although the monetary situation reflects some phases that do not ordinarily prevail at this period.

About two weeks have passed since the strains incidental to the annual settlements, it is not surprising that call loan rates have receded to a lower basis. By successive stages, the market has declined from the high figure of 12 per cent. quoted around the year-end, and the prevailing charge is 6 per cent. That trend has been in line with what was expected, but a similar movement has been lacking in time money. Not only have funds for the short periods held at 7½ per cent., but the same basis has been maintained for six months' maturities, which is a quite unusual condition for this season. The stock market, thus far this month, has reflected more clearly the influence of the existing credit situation, and uncertainty has prevailed relative to possible action in connection with the New York Federal Reserve Bank's rediscount rate. A sharp recovery in stock prices occurred on Wednesday, after several days during which the main trend was decisively downward, and the volume of dealings again went above 4,000,000 shares. The general buying, however, has been less aggressive, the exceptional phases in connection with the monetary position having a restraining effect.

It is possible now to compare the record of freight car loadings for the full year 1928 with those of earlier periods,

the report for the final week of December having been issued. The latest returns show smaller figures than for the same week in each of the last three years, but the annual total closely approximates that for 1927. Thus, last year's loadings fell only some 49,000 cars below those for the immediately preceding year, although being 1,522,000 cars less than the number for 1926. It will be some time before the complete record of railroad earnings for 1928 is available, yet a decline in gross revenue is indicated. On the other hand, there is promise of a gain in net income, due to more economical operation. With January half over, annual statements for industrial corporations for 1928 are engaging more attention, and suggest small increases in net profits for most companies.

The year-end let-down in the steel industry, which was less marked than usual, has been followed by an impressive expansion in some districts. Not much change in the rate of mill operation appears in Pittsburgh and nearby areas, but both Chicago and Buffalo now report an 87 per cent. schedule. There has been some crippling of plant performance through the illness of workers, yet the notable December record is being surpassed. A number of auspicious phases are seen in the current week's advices, prominent among them being the statement that rail orders already in hand are equal to more than four months' production. Significant changes in steel prices have not occurred, but the upward trend of the scrap market, with heavy melting steel at Pittsburgh at the highest level in three years, compels attention. That rising tendency is regarded as strengthening the technical position of pig iron, but business in this commodity is not active at present.

Some interesting statistics on cotton cloth business were issued on Wednesday of this week by one of the trade organizations. The data covered results for December, and showed a rising trend in stocks. The increase, however, was less than 1 per cent., but unfilled orders at the end of the month had declined by nearly 10 per cent. The early part of the new year has been marked by some lessening of the restraints imposed by holiday influences, but the gain in trading has been only moderate, on the whole. In some instances, notably in new printed goods, the rush of demand has forced some job works to run overtime, yet there are other cases where buyers are waiting. That condition, where it exists, is encouraged by the fact that in certain divisions there is a high production, in relation to current consumption. Thus far, however, price concessions have been small and not at all general.

The depression in hide prices, previously referred to, went to considerable lengths. It centered chiefly in domestic packer stock, but country hides weakened in sympathy, and certain foreign descriptions also yielded. In some instances, the concessions in the West reached 2c. to 3c., sellers clearing sizable lots at the lower figures. It remains to be seen what effect the decline in the raw material will have in the leather market; for the moment, the attention of the latter trade is focused on conventions and shows in shoe centers. It is interesting to recall that in this week of 1928 quotations on both hides and leather were advanced sharply. At present, the price for packer No. 1 native hides in Chicago is 5c. down from that of a year ago, and even more pronounced differences appear in some other selections.

Building Industry at Portland

PORTLAND.—Permits were taken out in Portland in the past year for the construction of public and private buildings at a cost of \$21,277,195. There was a slowing down in the building of residences, but a gain in the erection of business structures. Work was begun on 29 public buildings, schools, theaters, lodge homes, churches, hospitals, and kindred structures, at a cost of \$3,425,000, and 206 edifices of a quasi-public nature, such as hotels, lodging houses, office buildings, store buildings, warehouses, factories and shops, to cost \$3,900,885.

GENERAL BUSINESS CONDITIONS

Eastern States

BOSTON.—Trade was rather quiet this week, activity in the retail lines being confined mostly to concerns featuring special sales. The manufacturing outlook in most lines continues favorable. Shoe manufacturers are receiving orders from the large retail distributors and are increasing their activity. Some unsettlement has been caused by the announcement of further reductions by one of the large producers. Sales of leather are increasing and more inquiry is noted. Hides are slightly lower, but there has not been much change in leather quotations. Owing to the open season, reductions in the working time of local rubber footwear factories is being made to a four or five-day basis. Prices are being cut about 5 per cent. Stocks in the hands of jobbers and dealers are being sacrificed.

Building is being well maintained, and the figures for contracts awarded as well as new work started show increases over those of last year. Current sales of building materials and lumber are light. The active demand for hardwoods, from the furniture and automobile trades continues and prices are tending upward. Steel and iron are moving in moderate quantities. There is a good demand for electrical machinery and manufacturers selling to the textile interests are busier. Machine tools are active, and there is a big call for automotive parts.

The wool market is quiet, but the outlook is considered favorable. All grades are closely held, and the market continues firm. The mills at present are busy on contracts, and are using large quantities of wool, though it is estimated at a rate slightly below last year's. A favorable season is expected in the goods markets. Spinners have quite substantial orders still unfilled, and orders and new business in woolen and worsted yarns are beginning to come in well. Prices are firm. Cotton goods mills are increasing their activity slightly and returns, though small, are more satisfactory than on last year's business. Among cotton yarn spinners, the most orders are being received for weaving yarns. Prices are steady.

NEWARK.—Quiet prevails in many lines of retail trade, but, on the whole, volume is fairly well sustained. Sales in heavy or Winter-weight clothing for men, including suits and overcoats, have been fairly satisfactory since the holidays. Shoes have been active, and the demand good for rubber goods. Sales of new automobiles are very quiet, but improvement in this is anticipated when the annual automobile shows have given full opportunity to see the new models. Automobile accessories and kindred lines continue active, with but slight tendency toward price change noted. Annual inventory and plant repairs have retarded some manufacturers, but this is practically finished. Advance statements available indicate that last year's operations were satisfactory in the main, in some instances being better than anticipated, with the present promise of reasonably-sustained activities and business.

Building operations and construction work continue seasonably quiet, a normal situation for this period. Dealers in building material, including lumber, report a reasonably active demand, with prices practically unchanged, but consider the outlook favorable for increased volume later.

PHILADELPHIA.—There has been but little change in the business situation this week, although advance orders were received in fair volume, and outlook for future trade is encouraging. The cotton yarn business, due to the holidays, stock-taking and other seasonable causes was quiet at the close of the year, but since the first of the year it has been active. There has been a good volume of buying and dealers are of the opinion that two or three months of good business are in prospect. The wool market is busy, with indications that this condition will continue until April 1.

The coarse paper business is quite satisfactory and present trade conditions indicate a good volume of sales during the ensuing year. In the chemical trade, business is only fair. Sales in the mill supply line are of encouraging proportions, and it is thought that the first six months of this year will be good for all branches of the trade. Manufacturers and wholesalers of plumbing, heating and roofing materials are

passing through their quiet period. There is a certain amount of work going on constantly, but it is in lesser volume than at other times of the year.

The bituminous coal market is regarded as showing some improvement, compared with conditions prevailing during the Summer and Fall. There has been a steady improvement in the market during the last six weeks, which is reflected in the more favorable aspect of the collection situation. In the lumber business, the volume of trade has increased slightly, but without a satisfactory increase in prices, which are at a rather low level.

PITTSBURGH.—The usual seasonable lull prevails in both retail and jobbing circles, with department stores conducting special sales, and a moderate volume of business is being transacted. There is comparatively little activity in dry goods, wearing apparel and shoes at wholesale; but improvement is expected in a week or two. The jewelry trade is quiet, salesmen not going out, as a rule, until February. There is a fair demand for hardware, while paint and wallpaper dealers report trade slow. Building permits issued in 1928 showed a higher valuation than those issued in 1927, several large office buildings having materially added to the total, while residential construction fell off to some extent. A number of large projects are in prospect this year, and there is a considerable number of dwellings expected to be constructed in some of the suburbs. Demand for building materials is rather slow at present, but improvement is anticipated. There is little activity in confectionery and tobacco, but groceries and provisions are improving in demand.

The bituminous coal market continues to lag, with production more than ample for requirements, and competition holding down prices to an unprofitable point. Colder weather has slightly stimulated demand for domestic coal, but industrial demand still is light. Western Pennsylvania grades of run-of-mine coal are quoted, per net ton at mines, as follows: Steam coal, \$1.40 to \$1.80; coking coal, \$1.50 to \$1.75; gas coal, \$1.75 to \$1.90; steam slack, 60c. to 90c.; gas slack, 90c. to \$1.10; and domestic sizes, \$2.50 to \$2.75.

BUFFALO.—The usual reaction following holiday trade has not been so much in evidence this season, and neither have there been the attractive prices offered in the way of clearance sales. This is said to be due to the fact that surplus merchandise has been largely cleaned up and that the mills have not been in a position to supply goods at any great reduction in price. The colder weather of the last few days has served as an incentive to the buying of heavy underwear and men's and women's clothing, which were somewhat neglected earlier in the season. The wholesale trade reports numerous buyers, and road orders have been placed for substantial amounts, indicating a feeling of confidence in the mind of the retailer, whose stocks are fairly well depleted. Rubber goods have been moving well, and jobbers in shoes report that sales are on the increase.

Southern States

ST. LOUIS.—Department stores and retail merchants generally, report a satisfactory holiday business. Colder and more seasonable weather has caused a better movement of heavy Winter goods, which up until recently have been affected adversely by unusually warm weather. Coal has been moving in better volume, with a stiffening of prices, occasioned by increased demand.

In the iron and steel industry, some slackening was noted in December, but the level of activities remained well above normal for the period. Demand has remained good for this time of the year from important consuming lines, such as building, the oil industry and automobiles, while railroad buying has increased materially. Building was well maintained throughout the year 1928, assisted by favorable weather, and permits exceeded those of the previous year by approximately \$700,000.

In the drug trade, some slowing down in purchasing of heavy drugs and chemicals by the general manufacturing trade was noted, but the prevalence of influenza throughout the district caused unusually heavy sales of remedial drugs, and demand for sundries and holiday goods was well up to

expectations, with sales of toilet preparations and cosmetics especially large.

Flour mills report that the first few days of the new year have not, as yet, brought so much new business as had been expected. There is a tendency to wait out the wheat market, which has shown some weakness recently. Export business is receiving little attention. Sales are in small lots, and are confined mostly to Latin-American countries. Agricultural conditions in this district are better than they were at this time last year, and there is a feeling that general business will be benefited by the improvement.

BALTIMORE.—The new year has made an auspicious beginning, and current trade in most lines of activity is satisfactory, due allowance being made for those industries which are subject to seasonal influences. Moreover, the more normal temperatures recently have stimulated the movement of seasonal merchandise, which had been dragging. The iron and steel industry continue to be in a healthy condition, with a favorable outlook, and reports from automobile centers predict that 1929 will be a notable year in the history of the automotive business. Even the lagging coal industry is beginning to evidence signs of revitalization. Bituminous prices have been firming and increased sales have reduced materially available stocks above ground. Building permits for 1928 show an increase of 21.8 per cent. over the figures for the preceding year and prospects for the current year seem favorable. The textile lines are in a better condition than they have been during the past several weeks. Dry goods and notions are selling better, and the demand for underwear and knit goods has improved. Post-holiday price reductions in the clothing line are augmenting sales of men's and women's wear.

The metals market is in a much improved condition, with a further advance in copper and lead quotations. Increased crude oil prices are benefiting the refiners and distributors, despite the reduction in gasoline consumption. On the other hand, the sugar refining industry still is in an unsatisfactory condition, due to an oversupply, which is responsible for the currently low quotations. The fertilizer industry is in a stronger position than it has been for several years. It is expected that the 1929 prices, soon to be announced, will compare favorably with those which obtained last year, but the prospects for the coming Spring's business are somewhat dimmed by the present unsatisfactory purchasing power of the farmer. Railway equipment houses continue to report improvement. Most carriers had satisfactory earnings in 1928, and they now are placing orders more freely. Paper-box manufacturers still are running under capacity, but it is confidently expected that business will improve as soon as buying for Spring delivery becomes more brisk.

Notwithstanding January clearance sales, the furniture business continues to languish and this line is still one of the few remaining laggards. Meat-packing plants are operating close to capacity, and the 1929 outlook is encouraging, inasmuch as livestock prices are likely to continue high for an indefinite period. The footwear industry reports some betterment, and mail-order houses transacted an unprecedented volume in 1928, with a favorable outlook for the current year. Wholesale grocers are doing about a normal business for the season, and there is a good demand for teas, coffees and spices. Sales of prepared foodstuffs record an increase over the figures for the corresponding 1928 period. Drugs are moving well at wholesale and retail, and there has been no recent diminution in the demand for industrial alcohol and chemicals. Plants specializing in portable electric tools are being taxed to capacity to meet current demand, and there has been some recent improvement in the plumbing supply business.

LOUISVILLE.—Opinions as to 1929 prospects are generally encouraging. No radical changes are looked for in most lines, and conditions seem to indicate a normal year's business in prospect. In iron-manufacturing lines used almost entirely by railroads and locomotive companies, sales were below normal for the reason that the railroads curtailed their purchases during the year. For the last thirty days, however, orders have increased considerably, and there also has been a considerable amount of new locomotive buying.

Hardware and contractors' supply dealers anticipate that business for this next year will surpass anything for the

last five or six years. Some of the contractors have all they can do for the next six months, and others are getting into this same condition. Brick and tile manufacturers assert that building construction in Louisville in 1928 amounted to just about two-thirds of the volume of 1927. It is reasonable to expect that the new industries, now moving into Louisville, will bring along enough people to fill up the vacant houses, and, just as soon as the slack will have been taken out of the housing situation, another building boom will follow.

Mill supply and machinery dealers state that the new year seems to be starting out very satisfactorily. In the early part of 1928, the furniture and radio trades were rather draggy, and the demand did not keep up with the supply. In the middle of the year, the radio business picked up materially and by September veneer plants were getting satisfactory trade. The furniture business has shown encouraging increases since September.

Cotton goods and yarn mills report unsatisfactory conditions in this line as to prices, though demand has been somewhat more active for cotton yarns. The hide and wool business has been fairly good for the past month. Wholesale heavy hardware business was just about as usual for December. The iron and steel, and, in fact, the market on all heavy items is firm. The outlook for Spring in the cap-manufacturing business is promising.

RICHMOND.—A survey of farm production in Virginia shows that for the year past fruit, cotton, peanuts and wheat yielded larger returns than they did in 1927, while tobacco, potatoes, and corn truck crops were below normal, although good prices brought the returns up.

On the basis of car-lot shipments of commercial apples, Virginia in 1928 ranked second in the United States, the crop being valued at \$9,250,000. Tobacco and potatoes, two of the largest cash crops, were unsatisfactory, both in yield and price. The value of the potato crop fell off 60 per cent. in the face of a 12 per cent. increase in acreage. Weather conditions spoiled the tobacco crop.

Industrial development has been steadily going ahead, although some retrenchment has been necessary among the furniture factories. Activity in construction work has helped to keep down unemployment. Retail business enjoyed an unusually good trade for the holiday season and the dull period which generally follows in trade circles is somewhat accentuated by the "flu" epidemic.

SAN ANTONIO.—The year just closed has left this area in a healthy business and financial condition. San Antonio building permits have shown steady gains, bank savings accounts are much greater in volume than formerly, and bank clearings show a gain of about 33 per cent. over the record of 1927. The crop outlook for this year is favorable, and the condition of the ranges is good.

Western States

CHICAGO.—Early January trade continues better than normal for the season, both at wholesale and retail. The January exposition of the Chicago furniture mart drew a first day's registration of 1,000 buyers and store representatives—a new record. The shoe style show was well attended and is expected to be followed by a marked upturn in the Midwest wholesale shoe activities. Wholesale dry goods houses have experienced surprisingly active buying by Midwestern retailers, who apparently are more confident of the Spring sales outlook than for some years past. Chicago department store clearance sales have brought out excellent buying.

Some of the trade groups have come out of the holiday season in less satisfactory shape. Building permits for the first week of January were about half the total of those for the like week last year in value. Automobile sales, while slowing in advance of the Chicago show, are better than they were a year ago.

The packers reported an improved dressed meat business, while the earnings of one of the "big four" companies for the last fiscal year, reported this week, showed a marked betterment over the record of 1927. Cattle were irregular in the livestock market, losing 15c. to 50c. for the various grades in the first two days of trading. Hogs advanced 15c. to 25c. on light shipments Monday, but lost part of the gain later.

The hide market was weak, with fractional declines in practically all grades, native bulls and light Texas steers sagging to 18c. Egg prices opened strong on the Chicago mercantile exchange on reports of subzero weather, but crumbled badly in the later trading. Butter was easy.

The zero weather, which carried over the week-end, likewise made for a sharp improvement in the Chicago wholesale and retail coal situation. Mine-run was up 15c. for Pocahontas and New River coal, while some grades of lump and egg advanced 25c. At retail, dealers were unable to keep up with the demand, although this situation eased off later with the advent of milder weather.

CLEVELAND.—Both the wholesale and retail trades present rather uneven conditions, some lines running in advance of the normal of last year, and others falling behind. Principal increases are noted in women's and children's ready-to-wear garments, hosiery, gloves, and in smaller gains covering men's and boys' clothing and furnishings. Household furnishings also register a slight increase. Lines falling behind are woolen and cotton dress goods, silks and velvets, furs, rugs and draperies and furniture. The shoe trade has been hampered by unseasonable weather, but during the holidays the movement was more brisk. Dealers are fairly cleaned out of staple grades, while the demand for rubber shoes has been active during the past week or two. Garment manufacturers report about the usual run of orders for Spring merchandise, and most of the factories are busy at a fair percentage of capacity.

The metal industries have been favorably influenced by a stronger demand for iron and steel products, and sales of machinery have been especially heavy. In some lines there have been gains of as much as 25 per cent. over the record for the same period of a year ago.

CINCINNATI.—There were no outstanding developments in the general trade movement during the week. Seasonal restraints are evident in a number of directions, though gradual improvement has become manifest in certain major groups since the turn of the year. Prominent among the favorable factors are low inventories, sustained buying power of basic industries and a stabilized price situation. Salesmen are returning to the road, and conditions are quiet in the jobbing markets; but house trade for immediate requirements has been fairly active. Prices of cotton fabrics have a tendency to strengthen, and the outlook is viewed with a feeling of confidence. In retail circles, interest is centered principally in special sales, which have been showing fair results, but consumers are buying cautiously.

Manufacturers of shirts report an improvement in sales during recent months, the turnover having reached normal proportions. Demand mostly is for fancy-colored patterns, with collars attached. Sales of factory supplies is in line with the level of industrial operations. Inquiries indicate continued activity in the machine tool industry, several manufacturers having received a number of substantial orders for first-quarter delivery.

DETROIT.—Retail trade, following the closing of the holiday season, has slowed down, to some extent. The large stores enjoyed a good Christmas business and stocks have been reduced satisfactorily, as a whole. Prospects at present seem to presage a good Spring business, although it is somewhat early to forecast this definitely. Seasonable weather of late has moved Winter clothing and other seasonal merchandise in good volume, and prices are maintaining about an even level.

In industrial quarters, inventory operations have slowed down factory production for a time, but working forces are being increased in one prominent automobile factory, and production is going forward steadily. Although merchandise buyers still are operating conservatively and are not inclined to stock heavily, the general trade tone appears healthy.

KANSAS CITY.—Wholesale trade in practically all lines is moving along slowly, as is usual at this time, though generally there is a favorable feeling as to conditions. While definite figures are not available in the majority of cases, as to definite financial progress, opinions tend to indicate satisfactory business for the past year. In many cases, it was found that firms put their affairs on a sounder basis during the year by cutting expenses, and by not striving to exceed the previous year's sales totals. The more represen-

tative of the large retailers in all lines seem satisfied with the volume obtained during December. In some cases, trade was not up to expectations and there are numerous post-holiday clearance sales, but indications are that seasonable items will have been cleaned out fairly well by the end of the current month.

The flour business has been slow during the week, although production was reported about 60 to 70 per cent. of aggregate capacity. Livestock receipts have been gradually increasing since the holidays, with prices bettering. Real estate statistics show that sales are about 30 per cent. greater for December than they were in November, mostly in the larger structures. Permits issued have been slightly heavier of recent weeks.

TWIN CITIES (Minneapolis-St. Paul).—Neither trade nor industry are under full motion, as yet, following the usual post-holiday and stock-taking lull. This period has had no distinguishing features, as compared with the record of past years, although flour manufacturers report somewhat more than normal inquiries. Flour shipping orders on old contracts have been coming in quite satisfactorily and production is expected to be quite active for the next few weeks.

There continue to be reports that merchandise stocks are low and wholesalers generally are anticipating improved sales in the immediate future. Retail merchants following a successful holiday business are featuring post-inventory sales, furs and Winter clothing being especially pressed to the attention of buyers. There continues to be a fair amount of heavy building construction under way or to be initiated soon, but construction and sale of residence property are at a low ebb.

Pacific States

SAN FRANCISCO.—Completing inventories, getting out new sample lines, and outlining plans for the new year occupied the attention of jobbers during the week, while retailers generally were holding sales and clearing their stocks. Numerous adjustments are being made, including the customary first-of-the-year failures, but the outlook for Spring business is regarded as favorable. Many important industries witnessed substantial growth during the year just closed, and other lines, which had suffered recessions, made satisfactory recovery.

Many firms of national importance are establishing branch plants or stores in this area, and none the least is the expansion of automotive manufacturing here, one outstanding feature of which is to take care of the growing export business in that line. Brought closer together industrially and economically by the chambers of commerce of the two cities, San Francisco and Oakland are planning together a greater industrial program for 1929.

Bank clearings in San Francisco for 1928 showed an increase of about 11 per cent. over those of 1927. Bank statements generally show a healthy increase, and through consolidations banking control in the State is now held in the cities, country towns very generally being served with branches. As compared with 1910, when there were 678 State and national banks in California, with 36 branches, there now are 499 State and national banks, with 828 branches.

LOS ANGELES.—The past twelve months have shown steady progress in practically all lines of endeavor, and improvement of business conditions is anticipated for 1929. Records of commerce for 1928, through the Los Angeles Harbor, show a gain of \$94,177,811 over the record of 1927. Other increases are indicated in postal receipts, manufacturing output and assessed valuations.

Real estate activity has remained quiet during the year, and building construction has declined, although it has been high enough to maintain the city on an equal basis with cities of a comparable size. The Boulder Dam Legislation will have a marked moral effect in bettering business conditions and the passage of the Act seems almost sure to improve the real estate situation.

Considerable progress has been made in industrial development, principally in new rubber plants. Conditions, as a whole, are regarded as satisfactory.

PORTLAND.—Wholesale trade, following the end-of-the-year lull, has regained its normal volume and shows signs of increasing steadily. Retail business has been fair in

leading lines, and clearance sales have met with a good response. While bank clearings last year fell short of the \$2,000,000,000-mark set in 1926 and 1925, the total of \$1,985,688,150 exceeded the clearings of 1927 by \$6,758,084. Post office receipts during the year were \$3,066,040, a decrease of \$35,154, as compared with the previous year's.

Lumber production is at a low point, as many of the mills that closed before the holidays have not yet reopened. Inventories show about 12 per cent. less lumber on hand than they had a year ago, and it is likely that the firm position of the market will be easily maintained. The formation of an organization to handle Atlantic Coast business is stabilizing that trade and already has been a stimulant to buying. The car material market is improving steadily. Transit shipments to California are affecting mill orders from that quarter, but business with points served by rail is steady. Export trade is fair. In the pine market, the demand is increasing, while stocks are being reduced. Red cedar shingle prices have improved slightly with the falling off in output.

Fir production by West coast mills for the week amounted to 169,995,951 feet. Orders booked were 60,906,378 feet for rail delivery, domestic cargo orders were for 46,517,050 feet, and export orders 38,756,786 feet. The local trade bought 8,088,314 feet. Unfilled orders total 630,229,165 feet.

No new export wheat business is under way, as prices here are out of line with foreign markets, being kept up by the covering of old sales and by flour-mill buying. Wheat exports in the past month were 2,405,695 bushels, compared with 2,730,430 bushels in December, 1927. For the calendar year, exports were 22,516,014 bushels, against 36,053,336 bushels in the previous year. Flour exports last month were 76,073 barrels, against 76,297 barrels in December, 1927. For the year, exports were 630,094 barrels, against 699,854 barrels in 1927.

SEATTLE.—The volume of retail trade during the first quarter of 1928 is estimated to have been slightly in advance of that of 1927. During the last sixty days of the year, trade was about equal to that for the same period of 1927. A larger amount of cash in the pockets of purchasers this year is reflected in the trade volume. New accounts were average in volume. Early estimates of the water-borne commerce of this port show 300,000 tons increase in the volume, as compared with the 1927 record. The 1928 total is placed at 8,850,000 tons.

Employment of common labor is at the low period of the year. Construction work, beginning in February will be the first real demand for common labor. The situation, however, is not acute. There is more general employment than was the case a year ago. Shipping out of the Port of Seattle is quiet. The charter market for the Pacific Coast has changed but little within recent weeks. Prospects are bright for improvement in the early part of this year.

Dominion of Canada

MONTREAL.—In retail circles, the usual post-holiday dullness has been more or less in evidence, but a gradually-increasing movement of merchandise is noted, as a result of the featuring by the larger stores of January clearance sales at reduced prices. While there is no pronounced activity, as yet, in wholesale quarters, conditions are becoming more normal and reports from travelers are of a fairly favorable character. The absence of continued cold weather has retarded the sale of heavy garments, and a period of quietude prevails in the woolen trade generally. January usually is a quiet month in the grocery trade, though seasonal distribution is well maintained. Teas in the primary markets have shown a further strengthening in quotations. The shortage of Canadian peas and beans and certain lines of canned fruits is becoming more pronounced with the advancing season, while refinery quotations for sugar remain unchanged at \$5.60 for standard granulated.

In anticipation of early Easter demand local shoe factories resumed full operations immediately following the Epiphany holiday, and orders on hand to date are indicative of good business for the coming Spring. Tanners report an increased export demand, and more numerous local inquiries, with a tendency to an easing-off in prices.

INDEX NUMBER LITTLE CHANGED

Dun's Compilation of Wholesale Quotations
Declined Only Slightly Last Month

THE latest compilation of DUN'S Price Index Number, as has been the case for a long time, shows only a slight net change. At 192.365, the figure for January 1 is 0.6 per cent. under that for the immediately preceding month, the recession being chiefly in food products. There was a fair-sized rise in breadstuffs and a trifling upturn in the group designated as "other food," but dairy and garden articles fell rather sharply in price, and meats also gave way. Elsewhere, the changes were insignificant. Comparison with the index number of a year ago shows practically no alteration, the present figure being lower by only 0.2 per cent.

Monthly comparisons of DUN'S Index Number of wholesale commodity prices, based on the estimated per capita consumption of each of the many articles included in the compilation, follow:

	Bread-	Meat.	Dairy & Other	Cloth-	Miscel-	
	stuffs.		Garden. Food.	ing. Metals.	laneous.	Total.
	1	2	3	4	5	6
1925, Jan. 1..	41.559	19.682	23.011	19.948	40.205	23.379
Feb. 1..	43.809	19.561	22.053	20.004	40.293	23.464
Mar. 1..	42.582	19.795	20.522	19.915	40.301	23.384
Apr. 1..	35.731	20.358	21.045	20.071	39.233	22.698
May 1..	37.067	19.889	20.161	19.761	38.282	22.508
June 1..	39.926	19.802	20.279	19.762	37.582	22.250
July 1..	36.059	22.397	21.236	19.916	38.334	21.908
Aug. 1..	35.507	24.083	22.611	19.612	38.173	22.251
Sept. 1..	33.543	23.714	22.297	19.537	37.500	22.582
Oct. 1..	30.597	23.345	24.207	19.490	37.814	22.802
Nov. 1..	31.390	23.062	25.809	19.686	37.423	23.055
Dec. 1..	32.629	21.790	28.555	19.729	37.419	23.320
1926, Jan. 1..	34.180	20.255	26.077	20.462	37.166	23.411
Feb. 1..	33.188	20.234	24.298	20.536	36.898	23.480
Mar. 1..	31.834	20.358	22.834	20.709	36.161	23.405
Apr. 1..	30.827	20.108	22.755	20.493	35.297	23.720
May 1..	30.651	19.821	23.075	20.731	34.606	23.271
June 1..	29.709	20.076	23.194	20.154	34.567	23.027
July 1..	29.717	21.301	21.199	20.163	33.741	22.734
Aug. 1..	30.505	19.496	20.501	20.118	34.120	22.905
Sept. 1..	30.050	20.918	21.999	20.065	33.685	22.962
Oct. 1..	29.823	21.585	21.948	20.028	33.201	23.145
Nov. 1..	29.406	20.090	24.405	19.984	32.738	23.691
Dec. 1..	28.521	20.127	24.998	20.183	32.318	23.884
1927, Jan. 1..	28.455	19.418	24.593	20.160	32.471	23.647
Feb. 1..	30.042	19.781	22.573	19.897	32.372	23.371
Mar. 1..	29.620	19.897	21.859	19.830	32.301	23.022
Apr. 1..	28.411	20.159	22.156	19.734	32.333	22.575
May 1..	29.055	20.184	21.267	19.797	32.561	22.496
June 1..	33.933	19.039	21.682	19.737	33.049	22.308
July 1..	33.519	19.329	20.733	19.928	33.187	22.351
Aug. 1..	33.610	20.024	20.251	19.053	33.841	22.914
Sept. 1..	33.745	21.167	20.287	19.158	34.333	22.218
Oct. 1..	32.400	22.202	21.417	19.325	34.779	21.736
Nov. 1..	31.793	23.571	22.535	19.439	35.028	22.067
Dec. 1..	32.758	24.220	22.667	19.406	35.055	22.096
1928, Jan. 1..	32.390	23.489	22.542	19.451	36.039	21.897
Feb. 1..	33.384	22.537	22.007	19.665	36.242	21.890
Mar. 1..	35.591	22.425	21.797	19.866	35.895	21.711
Apr. 1..	38.341	21.474	21.796	19.893	35.927	21.440
May 1..	42.196	21.555	21.886	19.857	36.488	20.801
June 1..	39.273	21.885	21.113	19.974	36.269	20.735
July 1..	38.385	22.102	20.905	19.806	36.543	20.796
Aug. 1..	37.190	22.211	20.761	19.612	36.051	20.770
Sept. 1..	35.007	24.268	21.614	19.774	35.771	20.891
Oct. 1..	34.262	25.790	21.742	19.573	35.791	21.145
Nov. 1..	31.924	25.570	22.947	19.533	35.425	21.272
Dec. 1..	32.040	25.087	23.138	19.577	35.635	21.398
1929, Jan. 1..	32.673	24.620	21.690	19.596	35.658	21.348

Trade Conditions at Toronto

TORONTO.—The wholesale and jobbing trades are naturally quiet, as an aftermath of the holiday season. Retail trade has been stimulated by sales, which are, for the most part, being well accepted by the public. Dry goods travelers are again covering their regular territories, and are meeting with success in the solicitation of orders for later delivery. Comments on trade, as made by representatives covering the extreme Eastern parts of the country are not so favorable and collection agencies are deriving a fair percentage of their volume from this area. There has been a distinct drop in the number of accounts of Western origin.

Manufacturing plants, which relaxed their activities for the inventory period, are again forging ahead. Steel mills and iron foundries have plenty of business in sight, and prospects are that a considerable expansion in this line of business will be evident before the year has advanced very far.

STEADY PROGRESS IN BUILDING

Many Parts of the Country Show Marked Gain in Number and Value of Permits

THE year just closed was a good one for the building industry. Although during the first six months there was apparent the recession which has characterized the trade since 1924, a reaction set in about July and since then the trend has been decidedly upward, with the year, as a whole, showing a distinct recovery from the slump of 1927, when figures were the lowest since 1919. In sections where gains have been made, according to reports to DUN'S REVIEW, they have been constant and steady.

BOSTON.—Building records in New England for the first eleven months of last year showed a gain of nearly 20 per cent. over those of 1927. Contracts awarded in New England during the week amounted to \$5,542,700, as compared with \$3,636,300 for the corresponding week of last year. During the first eleven months of 1928, there were constructed dwellings in the leading cities and towns of Massachusetts costing \$88,798,000, and accommodating 18,555 families. Building permits in these same municipalities for November, 1928, amounted to \$15,219,645, which was 4.5 per cent. greater than those for November, 1927. Among the largest projects was an office building in Boston to cost \$4,000,000. There was a falling off in the amount of industrial building during November. The percentage of vacancies in the office structures is more nearly normal than for some time.

Real estate in the business centers is tending to advance, but at present there has been some overbuilding in the residential suburbs of Boston and rents having declined; values are somewhat less. There appears to be plenty of mortgage money for sound propositions though the tightening of money has had the effect of discouraging speculative building. There have been no labor difficulties for some time, and there is no trouble in sight at present.

ALBANY.—General conditions in the building trade here were very favorable the past year, but under the high total of 1927. The value of permits for 1928 amounted to \$15,669,402, compared with \$17,067,296 for the year previous. Activity has centered principally in dwellings, the only large project being a permit for a hospital issued during the month of May, amounting to \$1,250,000. While no other large projects figured in the permits, the 32-story office building under construction has given work to a large force of both skilled and unskilled labor. The exterior of this building is well along and contracts for finishing the interior will shortly be under way.

Work was also started early in the Fall on the building of a large mail-order firm at an estimated cost of nearly \$3,500,000. This structure is being erected just outside of the city limits and in the village of Menands, and did not figure in the city permits.

HARTFORD.—The total new building authorized here in 1928 was \$12,757,046, compared with \$17,798,930 in 1927 and \$16,892,157 in 1926. As anticipated, 1928 construction was less than it was in 1927, though regarded as a normal year, as there were no large operations undertaken. Residence construction has continued active throughout the year, and there also was an increase in apartment building. There has been no change in the wage rate, and labor has been fairly well employed. Material prices have been low, with no special change noted, compared with those of the previous year. Money has been available at normal rates. Several building projects, which have been contemplated for some time, likely will develop during 1929, and the outlook is that the total construction will surpass that of the year just closed.

BRIDGEPORT.—The building situation appears to be in as prosperous and flourishing a condition as it has been at any time since the war. There seems to be plenty of labor, which has been well employed, with the rates of wages high and firm. It is reported that wages will remain practically the same as they are now, except a small increase for carpenters, which is to take effect May 1.

Construction activities have increased during the past year, and are divided pretty evenly between public buildings,

industrial plants and dwelling houses. Exceptionally large buildings which have been started since the first part of 1928, some of which have been completed, include a bank building, a Y. M. C. A., a high school, a hotel and several large apartment houses, together with additions to a number of factories.

PHILADELPHIA.—During the latter part of 1928, there was a decided increase in the volume of construction work, compared with the record for the first six months. Total permits for the year, however, amounting to \$111,804,680, fell below the permits of 1927 by \$5,416,525. Labor and materials advanced a few points during the last three months.

Current building operations are largely commercial and industrial structures. In the past year, there were fewer dwelling houses built than in 1927, but considerable building of this class is proposed for the ensuing year. The money can be obtained readily through the building and loan and trust companies. The consensus of opinion is that there will be fair activity in the building line during the next three or four months.

ST. LOUIS.—Building was quite active in the early part of 1928, due partly to reconstruction of damage caused by the tornado in the latter part of 1927. In January, it totaled \$2,000,000, compared to \$900,000 during the same month a year previous. Each month increases were shown, with the high peak reached in June when permits were issued for work totaling \$6,700,000. From that month until December, however, it did not run as high as it did during the previous year, but the early gains were sufficient to hold up the yearly total well above that of 1927.

Building permits for 1928 were issued for \$42,000,000, being about \$700,000 over the figures of the previous twelve months. Construction was of a miscellaneous character and included apartments, hospitals, schools, stores, hotels, manufacturing plants and numerous of the smaller type of dwellings. Also two warehouses costing over \$3,000,000. Material prices are fairly stable, though somewhat lower than they were a year ago, and wage scales are being maintained, partly as the result of the five-day week, which is now general in the building trades. The only increase in wages asked for recently is from the Union iron workers who are seeking an advance from \$12 to \$14 a day to become effective May 1.

New construction for 1929 includes a large electrical terminal, with 2½ miles of track, surface and subway in the city; a glass plant at Crystal City, Mo.; and a Federal building to house government offices now in different locations. Plans are being drawn by the Board of Education for a vocational training school, which is expected to be one of the largest in the country. Each of these projects will involve the expenditure of several million dollars, and the municipal program of public improvements continues with the proposed budget of \$10,000,000 for 1928. Promoters of the larger types of construction seem to feel that it is a good time to go ahead, as material prices are lower, and labor can be obtained without a premium. Loaning companies appear to have applied the necessary restrictions to overbuilding, though ample funds are available for all legitimate purposes.

BALTIMORE.—Local building operations in 1928 reached a total valuation of \$41,565,600, representing an increase of 21.8 per cent. over the figures for 1927 when permits aggregated \$34,125,348. Last month's permits totaled \$1,994,040, and the figures for the corresponding 1927 month were \$1,245,720. The highest valuation attained in any one year was \$54,925,980, the total for 1924. Subsequently there was a gradual recession until July, 1928, when a reaction set in and since then the trend has been distinctly upward. During the past several months the favorable change has been characterized by a gradual increase and not by spurts. Undoubtedly the mild Winter weather thus far has been a favorable factor in the situation. On the other hand, it is equally true that recent high money rates, which increase the cost of financing new works, and somewhat reduced rentals have been adverse factors.

The outstanding feature in 1928 was the recession in dwelling construction. Permits for 3,343 single houses in 1927 represented a value of \$13,587,000, while the 2,440 dwellings erected in 1928 had a valuation of only \$11,169,-

000. The 1928 average cost of one family dwellings in Baltimore was \$4,001 which is among the lowest in the large cities of the country.

Building of large apartment houses in this city had been lagging for several years until last year when the total reached \$4,456,000 for thirteen units. In the preceding year, the erection of 21 moderate-sized apartment houses involved an outlay of only \$989,000. Money invested in apartment houses increases as that invested in individual houses diminishes, and dwelling construction recedes farther and farther from the center of this city, this being due largely to the extension of street railway systems and the popularity of the automobile. Authorities in the construction line predict that the 1929 total will reach a minimum of \$43,000,000. These figures will not establish a record, but they will be indicative of further recovery in the building industry from the 1927 slump, for which year the figures were the lowest since 1919. The contemplated undertakings for the current year include municipal projects, such as schools, private and corporate buildings and Federal works. The real estate market has been displaying latterly more vitality, most purchases being made for investment purposes and few transactions being of a speculative nature.

There were practically no strikes during the past year, and there is an ample current supply of both skilled and unskilled labor. Wages are at the highest levels since 1920 and they have increased the savings of the average man.

JACKSONVILLE.—Current building is confined largely to homes being built by their owners. As a result, a better type of residence is being constructed than was the case a year or so ago, when speculative activity largely predominated in this branch of the building industry. Construction, as a whole, has been slightly below normal, speculators in this line being quiet for some months, due to overbuilding and lack of mortgage money. There is a surplus of labor, which has resulted in carpenters working for an average of 60c. an hour, which is below the union scale. Common labor is receiving \$2.50 a day.

The money market is expected to loosen up in the course of the next four or five weeks. Funds on call are in less demand, and mortgage houses feel that Jacksonville home investments are good. Interest rates range from 6 to 7 per cent., depending on the nature of the building and the standing of the applicant. Demand for materials for the last six months has been fairly good. Prices of all building materials, except lime, cement and plaster, are slightly higher than they were a year ago, with lumber much stronger and promising to go higher in the Spring. There is plenty of lumber being produced, but country lumber stocks at mills and in yards are below normal. Demand for export and Eastern and Northern markets is expected to cause local price increases in the near future.

ATLANTA.—The building industry in this city is moving steadily forward, with total permits for 1928 of \$27,580,541 being the largest in its history. Practically every month in 1928 passed the corresponding period of 1927, with a total of \$7,150,000 in December. The city now has under construction a 12-story city hall, as well as two large viaducts over railroads, besides school buildings estimated to cost 600,000. A 22-story office building also is under construction. Residential building has kept pace with the record of former years, with funds plentiful for all legitimate building operations.

Interest rates are from 5½ to 7 per cent., the prevailing rate being 6 per cent. for the most desirable loans. The material dealers generally have had a satisfactory year, and are more optimistic over the outlook for 1929. No price changes of consequence have taken place, though stocks of flooring are running low. Labor is well employed at prevailing union scale wages.

MEMPHIS.—Despite a reduced scale of activity during the past few months, particularly in residential and apartment sections, conditions are regarded as healthy in the local building industry, with outlook favorable for the new year. There has been a well-sustained volume in commercial and industrial lines, including remodeling to meet new demands, as well as entirely new structures. Money volume is thus kept up and the better class of labor well employed.

Some of the slowing-down is due to seasonal conditions,

but indications are for an active Spring, though smaller residential building is well up to requirements. Smaller apartments of the better character still are being planned, with some restrictions on loans for speculative ventures having been stiffened slightly. There continues, however, to be plenty of funds available for building and improvements where the speculative feature is not too prominent.

Plans are for continued large activity in road construction and for flood prevention improvements, which call for large employment of labor and also for considerable material. No appreciable changes in labor scales are reported, but there are plenty of workers of all classes, with some surplus of common.

DALLAS.—Building operations in Dallas during the year were more active than they were during 1927, but were not equal to the records established in 1925 and 1926. Permits issued for the year 1928 totaled approximately \$14,400,000. Construction was principally represented by commercial structures, including several office buildings, residences and apartments.

The supply of labor continues to be plentiful, but there are less unemployed men here now than for the past year or more. Wages are normal, with little change for some time. Material prices are slightly lower, on the whole, but remain stable. All circumstances point to a sound condition in the entire line. While the industry has slackened during the past two years, as compared with what it was the previous two years, building has been in keeping with the demands and prospects now are for increased activity during the ensuing year.

Despite some evidence of overfinancing during the period of unusually large operations in 1925 and 1926, ample money for worthy projects is available, both from local sources and outside centers. Interest rates usually range from 6 to 8 per cent.

CHICAGO.—The year 1928 is classed as one of the banner years for construction in Chicago. Final figures compiled by the City Building Commissioner's office show a total of 9,394 permits issued, totaling \$316,201,700. This compares with 12,025 permits for \$352,936,400 in 1927; 14,263 permits for \$366,586,000 in 1926; and 17,483 permits for \$361,621,150 in 1925. The past year showed a falling off of almost 50 per cent. in number of permits but less than 10 per cent. in total value, indicating a decided change in character of construction. The years of 1925 and 1926 represented a high peak of housing construction in both single family homes and small flats.

The year 1928, on the other hand, was marked for the amount of major construction, consisting of public and office buildings, some 163 of this character having been erected or started. While total valuation represented by permits issued in 1928 fell off from that of the previous year, actual cost of construction for the year was in excess of the 1927 total. For the coming year, a number of huge projects are scheduled, among them being the 75-story Apparel Mart to cost \$40,000,000, the Board of Trade Building, to cost \$12,000,000, and a 47-story office building. The architecture of the buildings constructed in 1928 and those for which plans have been drawn for 1929, favor the tower type.

Price levels of most building materials have been above those of the previous year, but not drastically. Suburbs of Chicago, in an area of 45 miles, the commuting radius, all show a healthy growth and an increase in construction, mostly of a housing character. A recent survey shows that thirty-four communities in this radius erected approximately 7,400 single family homes in the first ten months of the year, compared with approximately 10,000 during the year previous. There was, however, an increase in apartment construction in these communities.

CINCINNATI.—Results were gratifying in the local real estate field during the past year. According to the report filed by the commissioner of buildings, an increase of approximately 13 per cent. is shown in the total volume of building in this district, as compared with the record of 1927. While construction work for the country at large indicated little or no gain, this is the fourth consecutive

(Continued on page 22)

TIME MONEY CONTINUES TIGHT

Rates for Both Short and Long Periods Maintained at $7\frac{1}{2}$ Per Cent.

THE money market continued its expected reaction from the high rates prevailing during the December period of stringency. Call loan rates at the start of the week were 7 per cent., but substantial offerings and a lax demand brought a reduction to 6 per cent. in the official market by the middle of the week, while outside funds were available at still lower figures. Maturity money remains the better indication of the fundamental position, short-term rates continuing at $7\frac{1}{2}$ per cent., while longer maturities were also at $7\frac{1}{2}$ per cent.

The feature of the foreign exchange market was a drop in sterling exchange close to the gold import point. International bankers explained that trend as being quite natural, London sending money to New York to take advantage of the comparatively high interest rates prevalent here. It was noted, also, that the foreign exchange market is a thin one, with relatively small transactions influencing rates. The decline in sterling was checked on Wednesday, however. A gold import of \$2,000,000 from Canada was the only movement of importance in the yellow metal.

Daily closing quotations of foreign exchange (bankers' bills) in the New York market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Sterling, checks...	4.84 $\frac{1}{2}$	4.84 $\frac{1}{2}$	4.84 $\frac{1}{2}$	4.84 $\frac{1}{2}$	4.84 $\frac{1}{2}$	4.84 $\frac{1}{2}$
Sterling, cables...	4.85 $\frac{1}{2}$	4.85 $\frac{1}{2}$	4.84 $\frac{1}{2}$	4.85 $\frac{1}{2}$	4.85 $\frac{1}{2}$	4.85 $\frac{1}{2}$
Paris, checks...	3.90 $\frac{1}{2}$	3.90 $\frac{1}{2}$	3.90 $\frac{1}{2}$	3.90 $\frac{1}{2}$	3.90 $\frac{1}{2}$	3.90 $\frac{1}{2}$
Paris, cables...	3.91 $\frac{1}{2}$	3.91 $\frac{1}{2}$	3.91 $\frac{1}{2}$	3.91 $\frac{1}{2}$	3.91 $\frac{1}{2}$	3.91 $\frac{1}{2}$
Berlin, checks...	23.78 $\frac{1}{2}$	23.77 $\frac{1}{2}$	23.76 $\frac{1}{2}$	23.76 $\frac{1}{2}$	23.77 $\frac{1}{2}$	23.76 $\frac{1}{2}$
Berlin, cables...	23.80 $\frac{1}{2}$	23.79 $\frac{1}{2}$	23.78 $\frac{1}{2}$	23.78 $\frac{1}{2}$	23.77 $\frac{1}{2}$	23.76 $\frac{1}{2}$
Antwerp, checks...	13.90 $\frac{1}{2}$	13.89 $\frac{1}{2}$	13.88 $\frac{1}{2}$	13.89 $\frac{1}{2}$	13.89 $\frac{1}{2}$	13.89 $\frac{1}{2}$
Antwerp, cables...	13.91	13.91	13.90	13.90	13.90 $\frac{1}{2}$	13.90 $\frac{1}{2}$
Liège, checks...	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$
Liège, cables...	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$
Swiss, checks...	19.25 $\frac{1}{2}$	19.25 $\frac{1}{2}$	19.25	19.24 $\frac{1}{2}$	19.24 $\frac{1}{2}$	19.24 $\frac{1}{2}$
Swiss, cables...	19.26 $\frac{1}{2}$	19.26	19.25 $\frac{1}{2}$	19.25 $\frac{1}{2}$	19.25 $\frac{1}{2}$	19.25 $\frac{1}{2}$
Gullders, checks...	40.15 $\frac{1}{2}$	40.15 $\frac{1}{2}$	40.12 $\frac{1}{2}$	40.13	40.15	40.12
Gullders, cables...	40.17 $\frac{1}{2}$	40.17 $\frac{1}{2}$	40.14 $\frac{1}{2}$	40.15	40.16	40.13
Pesetas, checks...	16.32 $\frac{1}{2}$	16.32	16.32	16.31 $\frac{1}{2}$	16.33	16.33
Pesetas, cables...	16.33	16.32 $\frac{1}{2}$	16.32 $\frac{1}{2}$	16.32	16.34	16.34
Denmark, checks...	26.68 $\frac{1}{2}$	26.68	26.68	26.67 $\frac{1}{2}$	26.67	26.67
Denmark, cables...	26.69	26.68 $\frac{1}{2}$	26.68 $\frac{1}{2}$	26.68	26.68	26.68
Sweden, checks...	26.75 $\frac{1}{2}$	26.75 $\frac{1}{2}$	26.75	26.74 $\frac{1}{2}$	26.75	26.74
Sweden, cables...	26.76	26.76	26.75 $\frac{1}{2}$	26.75	26.76	26.75
Norway, checks...	26.67	26.66 $\frac{1}{2}$	26.66 $\frac{1}{2}$	26.65 $\frac{1}{2}$	26.65	26.65
Norway, cables...	26.67 $\frac{1}{2}$	26.67	26.67	26.67	26.66	26.66
Greece, checks...	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29	1.29
Greece, cables...	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$
Portugal, checks...	4.55	4.54	4.55	4.48	...	...
Portugal, cables...	4.56	4.55	4.56	4.49	...	...
Montreal, demand...	99.71	99.71	99.81	99.81	99.76	99.79
Argentina, demand...	42.10	42.10	42.10	42.10	47.15	42.15
Brazil, demand...	11.90	11.90	11.90	11.90	11.87	11.90
Chili, demand...	12.05	12.05	12.05	12.05	12.06	12.10
Uruguay, demand...	102.78	102.78	102.78	102.78	102.87	102.87

Money Conditions Elsewhere

Boston.—The reserve ratio of the Federal Reserve Bank of Boston fell last week from 65.2 to 57.8 per cent., and this week there has been an increase in the ratio again to 66.8 per cent. The reserves increased \$24,000,000 during the week, and the circulation decreased about \$7,000,000, the deposit liability remaining about the same. Bills discounted decreased about \$36,000,000, and bills bought in the open market increased about \$5,000,000. Call money has dropped to 7 per cent. Time money is 6 to $6\frac{1}{2}$ per cent. Commercial paper is $5\frac{1}{2}$ to 5 $\frac{3}{4}$ per cent.

St. Louis.—The demand for money continues active and the market firm. The current rates for the general run are as follows: Commercial paper, $5\frac{1}{2}$ to 6 per cent.; collateral loans, $5\frac{1}{2}$ to $6\frac{1}{2}$ per cent.

Atlanta.—There has been but little change in money conditions. Demand continues moderate, with supply ample. Interest rates average 6 to 7 per cent.

Chicago.—The local money market continues steady, with commercial paper $5\frac{1}{4}$ to $5\frac{1}{2}$ per cent. Customers' loans on collateral and counter loans range from $5\frac{1}{2}$ to 6 per cent., while brokerage loans on collateral are 6 to 7 per cent.

Cleveland.—A somewhat easy condition prevails in the money market. During the past week the local Federal Reserve reported a decrease of \$12,000,000 in holdings of discounted bills, and a decline of \$15,000,000 in Federal Reserve note circulation in this district. Debits to individual accounts were about on a par with those for the same week of a year ago, while net demand deposits increased \$24,000,000.

Cincinnati.—Firm conditions prevail in the money market, with funds less plentiful for general purposes. Brokerage loans are quoted at $6\frac{1}{2}$ to 7 per cent., and the majority of the accommodations are ranging from 6 to $6\frac{1}{2}$ per cent.

Kansas City.—The aggregate deposits of all local banks are slightly less than they were as of call on October 3, 1928. Local loans are slightly less, but country loans are a little heavier. The situation is regarded as normal.

Bank Clearings Notably Heavy

BANK clearings this week at all leading cities in the United States are \$14,493,125,000, an increase of 16.9 per cent. over those of the corresponding week of last year. At New York City, clearings for the week of \$10,327,000,000 exceed those of a year ago by 24.3 per cent., while the total for leading centers outside of New York of \$4,166,125,000 is 1.8 per cent. larger than last year's. Much irregularity continues at a number of outside points, although the fact must not be lost sight of that at this time last year there was great activity and bank settlements then were at record figures for that period. Seventeen of the cities outside of New York, of twenty-two reporting, show larger bank clearings this year than a year ago, and the increase continues quite satisfactory at Baltimore, Pittsburgh, Buffalo, Detroit, Cleveland, Cincinnati, St. Louis, Atlanta, Richmond, Louisville, Dallas, Los Angeles, Portland and Seattle.

Figures for this week and average daily bank clearings for the preceding two months are compared herewith:

	Week Jan. 10, 1929	Week Jan. 12, 1928	Per Cent.	Week Jan. 13, 1927
Boston	\$563,000,000	\$618,000,000	— 8.9	\$499,000,000
Philadelphia	662,000,000	648,000,000	+ 2.2	549,000,000
Baltimore	124,835,000	104,942,000	+19.0	97,739,000
Pittsburgh	190,129,000	181,508,000	+ 4.7	174,994,000
Buffalo	74,818,000	63,954,000	+17.0	57,725,000
Chicago	811,841,000	843,255,000	— 3.7	691,527,000
Detroit	215,526,000	190,942,000	+12.9	164,594,000
Cleveland	151,240,000	132,715,000	+14.0	122,897,000
Cincinnati	80,247,000	85,740,000	— 6.4	93,349,000
St. Louis	162,200,000	155,700,000	+ 4.2	147,500,000
Kansas City	140,600,000	137,800,000	+ 2.0	153,800,000
Omaha	44,198,000	43,765,000	+ 1.0	40,388,000
Minneapolis	84,918,000	84,825,000	+ 0.1	76,361,000
Richmond	48,239,000	43,777,000	+10.2	52,497,000
Atlanta	60,704,000	56,701,000	+ 7.1	53,956,000
Louisville	47,179,000	44,923,000	+ 5.0	39,751,000
New Orleans	61,733,000	68,497,000	— 9.9	60,885,000
Dallas	62,959,000	55,681,000	+13.3	57,174,000
San Francisco	230,600,000	237,300,000	— 2.8	200,200,000
Los Angeles	256,367,000	208,950,000	+22.7	200,708,000
Portland	38,698,000	36,129,000	+ 7.1	37,308,000
Seattle	54,094,000	49,913,000	+ 8.4	44,787,000
Total	\$4,166,125,000	\$4,093,077,000	+ 1.8	\$3,616,140,000
New York	10,327,000,000	8,305,000,000	+24.3	5,812,000,000
Total All	\$14,493,125,000	\$12,398,077,000	+16.9	\$9,428,140,000
Average daily:				
Jan. to date	\$2,742,596,000	\$2,221,764,000	+23.4	\$1,829,925,000
December	2,258,288,000	1,854,880,000	+21.8	1,618,823,000
November	2,132,540,000	1,828,648,000	+16.4	1,537,024,000

Grand Rapids Building Trade

GRAND RAPIDS.—Building operations during 1928 were fairly active, and showed a small increase over the record of 1927, with a total valuation of \$8,230,285, as compared with \$8,222,090 for 1927, showing a gain of \$8,195. House construction fell behind during 1928, with 866 permits, and a total valuation of \$3,524,250, as compared with 1,055 permits, and a total valuation of \$4,448,850 for 1927.

While several large jobs were let during the year, the bulk of the work represented ordinary jobs. Production of building material is now well up with the demand, and prices remain about the same as they were a year ago. Cost of labor has not changed materially, and employment is keeping up well.

The first half of 1929 at least looks good in the building line, with several large jobs in prospect, including a new school building to cost about \$500,000. It is expected that industrial jobs will be much more in evidence during 1929, particularly in the metal working industry and, while it is believed speculative home building will be at a minimum, indications are favorable for a fairly large amount of building by individuals for their own use. Money remains easy and loans are readily obtainable at the usual interest rates.

Building Construction Shows Gain

EXPENDITURE of more than \$323,913,420 was involved in the construction of new buildings in Manhattan during 1928, it was reported by the superintendent of buildings. That amount exceeds building construction expenditures in 1927 by \$65,000,000, 910 new buildings having been erected during the year recently closed, compared with 714 during the preceding twelve months.

Last year brought 196 more new buildings than did the previous year, and applications were filed for alterations to 2,871 buildings, at a total cost of \$37,808,648, compared with 3,118, costing \$31,220,048 in the same period of 1927.

The report shows that plans were filed during 1928 for the construction of sixteen dwellings costing \$862,000,233, tenements for \$125,758,000; thirty-six hotels costing \$58,330,000, and twenty-one other residence buildings for \$12,032,500.

REPORTS ON COLLECTIONS

Boston.—This week, collections ran a little behind, being somewhat slower than they were at this time last year.

Providence.—The bulk of the reports received during the current week show that collections continue fair to slow.

Hartford.—Local mercantile collections continue slow.

Philadelphia.—On the whole, collections still are slow.

Pittsburgh.—Local collections are averaging slightly easier, although they still are somewhat slow.

Buffalo.—Having improved somewhat during the past week, collections now are reported as fair.

Baltimore.—The collection status has not changed materially during the past week, returns being hardly so favorable as they were a week ago. In general, however, remittances continue to be satisfactory, urban payments being better than rural returns.

St. Louis.—Local mercantile collections as recorded by the majority of the houses show somewhat of an improvement. Certain lines, however, as well as some of the small manufacturers, report payments not better than fair. Taken as a whole, though, the collection situation is regarded as satisfactory.

Chattanooga.—While general collections still are rather backward, some improvement is to be noted, and a marked easing up is evident.

Dallas.—In most lines, collections are fairly active and satisfactory.

Oklahoma City.—There has been a slight improvement in collections, which now are considered generally fair.

Jacksonville.—During the current week, collections did not average better than slow.

New Orleans.—There still is considerable slowness to local mercantile collections.

Chicago.—During the week collections showed an improvement and are considered better than they have been for several weeks.

Cincinnati.—There has been no material change in the local collection situation. In some quarters gains have been recorded but, as a whole, remittances are not above the general average for this season of the year.

Cleveland.—The volume of holiday trade brought about a somewhat better condition in the state of collections, but there is considerable slowness reported in many lines.

Detroit.—On the whole, collections are not so brisk as might be desired, though they are somewhat better than they have been for the last two or three months.

Twin Cities (Minneapolis-St. Paul).—As compared with the showing of a year ago, collections have improved, and are reported as fair to good.

Indianapolis.—Collections are opening up fairly satisfactory for the new year in Indiana, especially in industrial sections outside of the coal districts. They are not so favorable in agricultural communities.

Kansas City.—This week, collections were fairly good, there having been considerable improvement.

Omaha.—Local collections failed to show any material improvement during the week.

Denver.—In some quarters, there has been a slight improvement reported in general collections, but they still are classed as not better than fair to slow.

Los Angeles.—Local collections continued to improve during the past week.

Seattle.—Retail merchants report that collections continue slow to fair, while wholesalers find them fair to good, and instalment houses not better than fair.

Portland.—But little improvement has been noted in collections during the last thirty days, the consensus of the reports being not better than fair.

Montreal.—In general, collections are reported as fair.

Moose Jaw.—While a large portion of business here is being done on the deferred-payment plan, financing houses claim that maturing bills are being met promptly. There is, however, a little anxiety evident in those districts where frosts and storm damages, combined with low prices, interfered with the profitable marketing of crops.

The percentage of normal average capacity operated in the finishing industry in December was 62 per cent. of white and dyed goods, 29 per cent. of fast black, 43 per cent. of logwood black and 85 per cent. of printed goods.

STEEL SITUATION STILL BRIGHT

New Business Develops Favorably, with Prices

Mainly Firm—Competition in Coke

THE situation in primary steel materials and finished products remains encouraging, as a whole, with specifications continuing close to the average for last month and new business developing in good volume. Unfilled tonnages in some quarters have been gaining slightly. Finishing schedules in the Pittsburgh and Valley districts are running 80 to 85 per cent., certain units doing better than this rate, and some merchant pig iron producers are on a 100 per cent. basis, with prospects for keeping in blast for some months ahead. From present estimates, automobile building will require substantial tonnages, railroads are showing a more liberal buying attitude, and reports of oil country activities are more favorable, these factors adding support to fairly general demands for miscellaneous steel products.

At present, the merchant pig iron market is not overly brisk, but there is a steady run of inquiries and producing units apparently have tonnages assured in good volume. On the whole, prices are unchanged, though fairly steady. Foundry iron is quoted, in some instances, at up to \$18, Valley, but \$17.50 is figuring in other transactions. Bessemer is quoted at \$18.25, Valley, and basic at \$17.50, Valley. Coke output in Connellsville shifts only slightly from week to week, keeping up with current demand. Spot furnace coke is quoted at around \$2.75, at oven. Crushed coke for domestic heating is meeting with competition from by-product coke, and brokers are finding it more difficult to maintain tonnage volume.

Finished steel quotations are firm, in the main, excepting that bars, shapes and plates have fallen short of the \$2, Pittsburgh, price originally put forward as the minimum for the first quarter. Those descriptions have been quoted at \$1.90. Wire products are being established at the upward revision, sheets and tin plate are steady, and cold-rolled steel materials are holding at recent quotations. Tin plate is \$5.35 per base box, black sheets, No. 24, are at \$2.85, Pittsburgh, galvanized at \$3.60, and blue annealed at \$2.10, Pittsburgh. Other finished steel prices are practically unchanged.

Other Iron and Steel Markets

Buffalo.—The steel and iron industry is showing the effects of the usual cleaning up common at this season of the year, and mills are operating at a lesser capacity than normal. There are some advance orders for future delivery, and numerous inquiries indicate that there is business in sight. Prices show little change. The prospects for an early Spring business are looked upon as favorable.

Chicago.—Mounting ingot production, a big volume of new business, and heavy specifications against old contracts, characterized the second week of the new year for the Chicago area steel industry. Ingot production reached 86 to 87 per cent. of capacity, while the rail mill activities rose to a little less than 75 per cent. The new business came from car and equipment buying, and a broad list of industrial sources, with only a small volume of orders for rails included in the tonnage. Sales of a leading producer, it was stated, were exceeded only once in the last fifty-four weeks. New freight car awards totaled 3,750, with more expected. About 16,000 cars still are on inquiry, with the probabilities that this will be increased to better than 25,000 in the near future. Tank steel contracts involved 7,500 tons, with about 15,000 tons on inquiry. Car builders were reported as specifying freely against old contracts. Ruling prices in the local market were: Pig iron, \$20; rail steel bars, \$1.95; soft steel bars, \$2 to \$2.10; shapes and plates, \$2 to \$2.10.

Increase in Unfilled Steel Orders.—Unfilled orders on the books of the United States Steel Corporation on December 31 were 3,975,712 tons, compared with 3,673,000 tons on November 30. This is an increase during the last month of 303,712 tons. The unfilled tonnage a year ago was 3,972,874 tons.

Period	1928	1927	1926	1925	1924
January	4,275,947	3,800,177	4,882,739	5,037,323	4,798,429
February	4,396,189	3,597,119	4,616,822	5,284,771	4,812,901
March	4,335,206	3,553,140	4,379,935	4,863,584	4,782,807
April	3,872,133	3,456,132	3,867,976	4,446,568	4,208,447
May	3,416,822	3,050,941	3,649,250	4,049,800	3,628,089
June	3,637,009	3,053,246	3,478,642	3,710,468	3,262,505
July	3,570,927	3,142,014	3,602,522	3,539,467	3,187,072
August	3,624,043	3,198,037	3,542,335	3,512,803	3,289,577
September	3,698,368	3,148,113	3,593,509	3,717,297	3,473,780
October	3,751,030	3,341,040	3,683,661	4,109,183	3,525,270
November	3,673,000	3,454,444	3,807,447	4,581,780	4,031,989
December	3,976,712	3,972,874	3,960,969	5,033,364	4,816,676

DEPRESSION IN HIDE MARKETS MODERATE GAINS IN DRY GOODS

Larger Trading Brings Out Sharp Price Concessions—Some Quotations Nominal

THERE have been sharp recessions in the domestic packer hide market upon resumption of trading following the holidays, and prices are off 2c. to 3c. from former top levels in December. The start of new business developed breaks of 1c. to 2c. in various selections; at these declines, business was limited. Finally this week, on buying of over 125,000 hides, new low rates were registered, placing branded steers down to 19½c. for heavy Texas and butt brands and 18½c. for Colorados, followed by bids for the latter at 18c., and light Texas sold down to 18c. Branded cows sold heavily at 17c., against previous business on the original decline at 18c., and light native cows, on sizable movements, went at 17½c. A big break developed in heavy native cows, which first sold at 19c. and later in a larger way at 18c. Native bulls are down to 13c., against a previous top of 15c. In New York, two of the packers sold December branded steers at 19c. for butts and 18c. for Colorados; for a long period, New York kosher brought the same levels as Chicago stuck-throats.

Country hides are naturally lower, due to the rapid breaks in the major packer market, but, in the absence of business of account, prices are nominal and unestablished. Buyers are figuring down to as low as 16c. for extremes and 14c. for buffs. As much as 1c. above this basis is nominally talked, but the limit would appear to be 16½c. for 25 to 45-pound extremes and 14½c. for buffs.

In foreign hides, River Plate frigorificos have held their own at around 23½c., c. & f. sight credit equivalent per pound for Argentine steers, but the quality of take-off is improving at the source of supply. Common varieties of Latin-American dry hides are sharply lower, with sales of Central Americans down to 28c. for flints and 21c. for dry salted.

In calfskins, other Western packers cleaned up November-December's at the last bad break to 26c. Chicago city's await business to establish a price, and are considered nominal at around 24c. New York city's are lower, but hard to quote. Some 7 to 9 pounds sold at \$2.65, but later were quoted at 10c. less, and 9 to 12's, on one sale, are believed to have sold at \$3.40 to \$3.45, and possibly not above the inside figure. As against a former reported small sale of 5 to 7's at a reported price of \$2.30, not over \$2.20 to \$2.25 is now ranged, and buyers have ideas of even less. Kips are waiting and nominal in the West; in New York, 12 to 17-pound veals, running back to last September, sold down to \$3.65.

Waiting Situation in Leather

RECENT general business in leather has been slow, in keeping with the season, and a resumption of activity, particularly in upper leather, is not expected until after the Boston style show and the conventions to be held this month in various localities. In territory outside of New York such as Pennsylvania, leather buyers have been attending the exhibition in Boston, and reports are that New England and other manufacturers are more concerned with selling shoes than in making fresh commitments for leather.

Sole leather trading held well to the close of 1928, but has been rather inactive since then, so far as new orders are concerned. Backs are quoted on the same basis as for several months, but there continue to be trading possibilities in bends, especially where sellers have trimmed the shoulders from backs and realized good prices for them. Business in women's turn cut soles has been quiet, following recent activity.

A prominent feature of the New York heavy leather market has been the strength of shoulders. Sales have been made of good union single shoulders at 45c., and one concern sold two cars of union steers, also two cars of union cow shoulders, at this figure.

Upper leathers keep waiting, although there is a report in New York of a large producer of stitchdowns negotiating a deal with an important tanner of side upper for 500,000 feet of large spready sides, with unconfirmed statements of a low price made to execute this big business. A severe break in raw calf causes buyers of this class of leather to look for a similar recession in prices on the finished product. Business in kid has amounted to little recently, but is expected to show a resumption soon. Some fair-sized sales were made in New York of patent leather in grades under 30c.

Buying Increases, but Weakness in Raw Cotton Affects Cloth Markets

BUSINESS in dry goods markets is starting in a moderate way, with weakness in cotton cloths following the decline in raw cotton. Buying increased moderately this week, but wholesalers are not expected to show a broad interest in future commitments until they gather here about January 20 for their annual convention.

Production continues high, in relation to demand, in several divisions of the industry, and this is tending to make buyers hold off as long as possible in the hope that lower prices may be obtained. There has been a resumption of activity in the job printing division after a few weeks when converters were not sending goods in to be processed. The rush for new printed goods is forcing some job works to operate machinery overtime.

Considerable interest has been stirred up at meetings of wool goods manufacturers, who are preparing for Fall opening and also are making preparations for a fashion show that will be the first in the history of this old industry.

Although figures of silk imports continue large, there is some congestion in the movement of low-end printed silks. The higher-grade goods are beginning to be ordered more freely for Spring cutting. The clothing and garment trades are getting a fair volume of new business for quick delivery, and more than the usual amount of attention is being given to the preparation of cotton dress lines for Spring and Summer.

The rayon industry continues very active and some of the producers have orders in hand for six months to come, especially on the finer sizes and super-filament yarns. Production, which showed a great gain last year, will be substantially increased in 1929, as a consequence of new work coming into operation.

Cotton Goods Tend Lower

A LIGHT demand and an unsettled cotton market caused some easing in prices of gray goods. Pressure to sell made-up curtains in low grades, and some of the cheaper lines of draperies, led to lower prices and to free offerings in order to clean up discontinued styles. Cotton flannel business for the cutting trade has been booked in very fair volume on the fancy woven lines, but plain goods have been bought cautiously. The cotton blanket business is irregular; some concerns have done well, while others find competition very difficult to meet. Colored hem sheets and pillow cases are selling well for immediate delivery. Towels are well under order, and colored cottons are sold ahead for some weeks on many numbers.

Fair sales of worsted dress goods of the featherweight type for immediate use are being made to the cutting trade. There also has been more business offered on duplicate orders for medium and low-priced worsteds for men's wear. Many lines of overcoatings wanted are no longer available from stock, and inventory conditions favor the mills on heavyweight goods at the inception of a new Fall season. Wool goods prices are holding fairly steady.

Some lines of heavyweight knit goods have been opened at prices slightly lower than last year's. Several agents are disinclined to enter the new season on lower price levels, and the openings are called irregular as to price. The demand for quick-delivery goods has been increased by the cold weather.

An overproduction of the lower end of printed goods is reported in silks, but the higher class lines are starting up well after the holidays and bid fair to continue in demand throughout the Spring season. Larger showings of spun silk merchandise and rayon and silk mixtures are noted in the trade.

Revival in Shoe Trade Expected.—The chief interest in footwear is in seasonal style shows and conventions of the manufacturing, wholesale and retail trades, and new Spring orders of volume are hardly to be expected until later in the month. In the metropolitan area, producers naturally report quiet conditions now, but it is believed that business with Brooklyn manufacturers of women's high-grade turns will take a considerable spurt before the close of this month. A local stitchdown maker, as reported in the leather review, placed a sizable order for chrome sides, which would seem to indicate a good trade in this branch.

The National Retail Dry Goods Association, which is to hold its annual convention in New York February 4-8, reports that retail sales of dry goods in the United States for 1928 amounted to \$40,000,000,000.

COTTON PRICES TURN STRONGER

Early Decline Followed by a Recovery—Technical Speculative Position Improves

AFTER further easing at the beginning of this week, the local cotton market turned about and tended upward most of the time thereafter. The initial decline resulted largely from continued liquidation by longs, while some new short lines also were put out. At that period, the selling was rather general, and weakness in stock prices had more than a sentimental effect on cotton. The latter, however, soon began to improve its position, and the recovery was helped by a stronger technical speculative position. There was sustained good trade buying and repurchases by shorts gave additional support, while reports of a firmer spot basis in the South had considerable influence on the trading. It was pointed out that recent liquidation had been rather heavy, and the status of the market was favorable to a rally in prices. Occasional setbacks were interspersed with the advances but Thursday's final quotations on futures averaged about \$1 per bale above the closing levels last Saturday. A statistical report that came out around midweek, giving comparisons of sales and stocks of standard cotton cloths, attracted considerable notice. The accumulation of supplies disclosed by the returns was slight, but unfilled orders last month decreased almost 10 per cent. It should be pointed out, however, that December almost always is a month of shrinking business, for inventories are being taken then and interest is largely diverted from other operations.

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
January	19.72	19.64	19.77	19.98	19.95	19.99
March	19.80	19.72	19.85	20.04	20.03	20.04
May	19.82	19.73	19.86	20.04	20.05	20.06
July	19.46	19.37	19.49	19.67	19.66	19.67
October	19.19	19.12	19.28	19.48	19.42	19.47

SPOT COTTON PRICES

	Fri. Jan. 4	Sat. Jan. 5	Mon. Jan. 7	Tues. Jan. 8	Wed. Jan. 9	Thurs. Jan. 10
New Orleans, cents	18.97	18.92	18.89	18.89	19.17	19.17
New York, cents	20.00	20.00	19.95	20.00	20.25	20.20
Savannah, cents	19.09	19.05	18.98	19.11	19.29	19.29
Galveston, cents	19.25	19.25	19.20	19.25	19.45	19.45
Memphis, cents	18.35	18.30	18.20	18.35	18.55	18.55
Norfolk, cents	19.06	19.06	19.06	19.13	19.31	19.31
Augusta, cents	18.51	18.51	18.75	18.88	19.06	19.06
Houston, cents	19.10	19.05	19.00	19.10	19.25	19.25
Little Rock, cents	18.35	18.35	18.22	18.35	18.50	18.50
St. Louis, cents	18.25	18.25	18.25	18.25	18.25	18.25
Dallas, cents	18.50	18.50	18.35	18.50	18.65	18.65

Cotton Supply and Movement.—From the opening of the crop year on August 1 to January 4, according to statistics compiled by *The Financial Chronicle*, 11,252,645 bales of cotton came into sight, against 10,171,178 bales last year. Takings by Northern spinners for the crop year to January 4 were 639,471 bales, compared with 793,865 bales last year. Last week's exports to Great Britain and the Continent were 229,104 bales, against 186,491 bales last year. From the opening of the crop season on August 1 to January 4, such exports were 4,838,346 bales, against 3,987,093 bales during the corresponding period of last year.

Comparisons of Crop Results

TOTAL production of all wheat in the United States during 1928 is estimated by the Crop Reporting Board at 902,749,000 bushels, of which 578,964,000 bushels is Winter wheat, 231,015,000 bushels Spring wheat and the remainder, or 92,770,000 bushels, durum wheat.

The acreage harvested last year was less than that of 1927 by 1,060,000 acres, being estimated by the board at 57,724,000 acres, compared with 58,784,000 acres, but the yield per acre was larger, accounting for the increased production.

The production of Winter wheat, estimated at 578,964,000 bushels, is an increase over the 552,747,000 bushels produced in 1927 and also the five-year average of 556,016,000 bushels. The average yield per acre of this class of wheat was 16 bushels, compared with 14.7 bushels in 1927 and a ten-year average of 14.9 bushels.

Durum wheat production in the four important producing States, estimated at 92,770,000 bushels, compares with 79,100,000 bushels last year and an average of 61,702,000 bushels for the preceding five years.

The production of Spring wheat other than durum, estimated at 231,015,000 bushels, compares with a total of 246,527,000 bushels in 1927 and an average for the preceding five years of 189,660,000 bushels.

An increase of 10 per cent. over 1927 is shown for the combined production of the four important feed grain crops of corn, oats, barley, and grain sorghums. The 1928 production of these crops is about 9 per cent. above the five-year average of 1922 to 1926.

GRAIN MARKET SHOWS STRENGTH

Recovers from Weakness of Previous Week, with Both Wheat and Corn Making Advances

THE Chicago grain markets were strong during most of the week. Wheat closed the Monday trading with a gain of $\frac{3}{8}$ c. to 1 c., and followed this with gains of better than a cent daily for all deliveries during the next three days. Bullish visible receipt figures, buying by milling interests, better export demand, and short covering were the determining factors in the steady advance.

Equally important with both wheat and corn were the cables telling of a serious shortage of moisture in the Argentine grain belt. Corn scored its biggest advance on Wednesday when this situation gained fuller attention from the speculative element, advancing $\frac{2}{8}$ c. to 3 c. in the day's trading. The advance drew a heavy movement of corn from Iowa, but this was well absorbed. Oats and rye scored fair advances, largely in sympathy with the two more prominent market leaders.

The United States visible supply of grains for the week, in bushels, was: Wheat, 138,091,000, off 652,000; corn, 18,858,000, up 1,707,000; oats, 13,468,000, off 500,000; rye, 6,281,000, up 122,000; barley, 9,229,000, up 293,000.

Daily closing quotations of wheat options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
March	1.12 $\frac{1}{2}$	1.13 $\frac{1}{2}$	1.14 $\frac{1}{2}$	1.16 $\frac{1}{2}$	1.18 $\frac{1}{2}$	1.17 $\frac{1}{2}$
May	1.15 $\frac{1}{2}$	1.16 $\frac{1}{2}$	1.17 $\frac{1}{2}$	1.19 $\frac{1}{2}$	1.21 $\frac{1}{2}$	1.20 $\frac{1}{2}$
July	1.16 $\frac{1}{2}$	1.17 $\frac{1}{2}$	1.19	1.20 $\frac{1}{2}$	1.22 $\frac{1}{2}$	1.21 $\frac{1}{2}$

Daily closing quotations of corn options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
March	88 $\frac{1}{4}$	88	88 $\frac{1}{4}$	91	92 $\frac{1}{2}$	92 $\frac{1}{2}$
May	91	90 $\frac{3}{4}$	91	94	95 $\frac{1}{2}$	95 $\frac{1}{2}$
July	92 $\frac{1}{2}$	92 $\frac{1}{2}$	92 $\frac{1}{2}$	93 $\frac{1}{2}$	97 $\frac{1}{2}$	97 $\frac{1}{2}$

Daily closing quotations of oats options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
March	47 $\frac{1}{2}$	47 $\frac{1}{2}$	48	49 $\frac{1}{2}$	49 $\frac{1}{2}$	49 $\frac{1}{2}$
May	48 $\frac{1}{2}$	48 $\frac{1}{2}$	48 $\frac{1}{2}$	49 $\frac{1}{2}$	50	49 $\frac{1}{2}$
July	46 $\frac{1}{2}$	46 $\frac{1}{2}$	46 $\frac{1}{2}$	47 $\frac{1}{2}$	48 $\frac{1}{2}$	48 $\frac{1}{2}$

Daily closing quotations of rye options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
March	1.01 $\frac{1}{2}$	1.02 $\frac{1}{2}$	1.02 $\frac{1}{2}$	1.04 $\frac{1}{2}$	1.05	1.04 $\frac{1}{2}$
May	1.04	1.05	1.05 $\frac{1}{2}$	1.06 $\frac{1}{2}$	1.07 $\frac{1}{2}$	1.07
July	1.02 $\frac{1}{2}$	1.02 $\frac{1}{2}$	1.03 $\frac{1}{2}$	1.04 $\frac{1}{2}$	1.05 $\frac{1}{2}$	1.04 $\frac{1}{2}$

The grain movement each day is given in the following table, with the week's total, and comparative figures for last year:

	Wheat Western Receipts	Atlantic Exports	Flour, Atlantic Exports	Corn Western Receipts	Atlantic Exports
Friday	711,000	445,000	10,000	1,593,000	265,000
Saturday	751,000	566,000	12,000	1,384,000	371,000
Monday	1,134,000	564,000	17,000	1,776,000	300,000
Tuesday	715,000	262,000	10,000	1,461,000	65,000
Wednesday	629,000	417,000	10,000	1,320,000	395,000
Thursday	586,000	496,000	16,000	1,045,000	230,000
Total	4,528,000	2,750,000	84,000	8,579,000	1,629,000
Last year	4,792,000	2,248,000	74,000	5,732,000	119,000

Smaller Acreage of Winter Wheat

THE area sown to Winter wheat in the United States during the Fall of 1928 is estimated at 42,228,000 acres, according to reports and data furnished by crop correspondents, field statisticians and co-operating State boards to the crop reporting board of the Department of Agriculture.

This sown area is 8.6 per cent. less than the revised estimate of 47,280,000 acres sown in the Fall of 1927, the board stated. The Fall sowings of 1926 are estimated at 43,373,000 acres. The abandonment in 1928 was 23.5 per cent. of the acreage sown to Winter wheat; in 1927, 13 per cent., and average for the ten years, 1918-27, was 10.8 per cent.

Condition of Winter wheat on December 1, 1928, was 84.4 per cent., compared with 86 and 81.8 on December 1, 1927 and 1926, respectively, and a ten-year average of 84.6 per cent.

The area sown to rye for grain last Fall is estimated at 3,293,000 acres, which is 15.5 per cent. less than the revised estimate of 3,895,000 acres sown in the Fall of 1927. The sowings in the Fall of 1926 were 3,817,000 acres. The estimate for rye relate to the acreage sown for grain, allowance having been made for average diversion to other uses.

The condition of rye on December 1, 1928, was 84.4 per cent., compared with 89.3 and 86.3 on December 1, last year, and 1926, respectively, and a ten-year average of 88.2 per cent.

CREDIT STATUS CHECKS STOCKS SURVEY OF BUILDING INDUSTRY

(Continued from page 17)

Price Movements Less Striking, with More
Hesitation Apparent—Trading Still Large

STOCK market movements during the week have been less striking, considerable uncertainty apparently having succeeded the resumed advance of the latter part of December and early January. Sharp price increases have occurred on several days, but these periods have been followed by declines which have carried levels back to about their starting point. Trading remained on a fairly high scale, running up close to 5,000,000 shares on Monday, and hovering around the 4,000,000-share mark thereafter. Reasons given for the fluctuations and for the lack of a more definite trend have varied. The huge advance in brokers' loans against stock and bond collateral shown last week was undoubtedly the prime factor, because of its relation to the fundamental credit situation. That sobering influence was augmented by the public pronouncements of many leaders in finance at bank meetings this week. Virtually all the chairmen of the big New York banks emphasized the continued absorption of credit in speculation, and the stock market reacted to these statements early this week. Additional pressure was exerted by the monthly statements of brokers to their customers, showing interest charges of approximately 10 per cent. for December borrowings. Operators, however, found it possible to continue their tactics of recent months, by bidding up individual stocks. That was especially true of the steel group, which had participated in the previous advance to a lesser extent than most other issues. With the Federal government making a heavy tax refund to the largest steel maker, and bookings increasing, the group, as a whole, advanced. Motor stocks, also, moved upward, in accordance with show-week tradition.

The daily average closing quotations of sixty railroad, ten industrial and five traction and gas stocks are appended:

	Last Year	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Railroad	108.90	114.85	114.00	113.87	114.23	114.74	114.78
Industrial	168.48	195.75	194.97	194.96	195.81	195.83	195.60
Gas & Traction	133.35	153.50	152.60	152.62	152.65	152.75	153.40

Daily transactions in stocks and bonds on the New York Stock Exchange compare with last year as follows:

Week Ending Jan. 11, 1929	Stocks		Bonds	
	This Week	Last Year	This Week	Last Year
Saturday	2,834,200	1,672,400	\$5,948,000	\$8,396,000
Monday	4,795,600	2,810,700	10,667,000	11,809,000
Tuesday	5,850,300	3,321,600	10,855,000	14,218,000
Wednesday	4,052,900	2,395,400	9,104,000	12,459,000
Thursday	4,014,670	2,298,000	9,244,000	11,563,000
Friday	4,235,000	2,159,300	11,959,000	14,203,000

Total

†Corrected to Friday 1:15 P. M.

Building Gains at Omaha

OMAHA.—The building permits for Omaha for the year 1928 totaled \$9,050,410, which was an increase of \$4,528,192 over the record of 1927, but was approximately \$1,000,000 short of the record of 1926. The building for 1928 was marked by a number of very substantial and well-financed properties, including an Art Memorial for which the permit was taken out at \$1,800,000. Prospects for 1929 are satisfactory, though may not quite reach the total for 1928. There probably will be a larger number of contracts let though of an average smaller amount. The railroads have considered for some time the alteration and reconstruction of the passenger terminal here and recently final approval was obtained from all of the roads, but approval of the Interstate Commerce Commission is also necessary.

There was an improvement in house construction during the last half of the year, this class of building having been dormant for two years previously. It is expected that this improvement will continue in 1929. There has been an over-supply of funds for building construction, rates have weakened, and concessions freely offered. There has been no labor trouble and the scale of building trades has remained unchanged for several years, nor is it expected that there will be any changes during the current year.

The local lumber market has been demoralized, as a result of price-cutting activities of several concerns. This, combined with a small potential volume of business, has created a very unsatisfactory condition in the local lumber trade. Other material lines have maintained prices fairly well.

year in which Cincinnati has established another high record for new building construction, with an average annual increase of \$3,000,000. For the month of December, 1928, permits granted called for improvements and alterations amounting to \$3,165,985, as compared with \$3,769,252 for the same month in 1926. During the twelve months of 1928, the number of permits issued were 27,584, calling for improvements totaling \$42,661,323, compared to 27,661 permits in 1927, with an aggregate cost of \$37,607,104.

One of the important building classifications is that of residence construction, which represents a substantial part of the total. Apartment buildings of the efficiency type were an outstanding development. Definite work was begun on the new railroad terminal, estimated to cost a large sum.

CLEVELAND.—The volume of building contracts during the late months of 1928 compared favorably with that of former seasons, and during November alone the number of contracts was ahead of the record of the same month of the previous year. There was a diversity of operation, however, and residential building contracts were the lowest in number since 1922. The industrial construction and also public utility work was large enough to offset this, due principally to special projects under way. The aggregate of building permits for the whole year 1928 was approximately 17 per cent. ahead of that of the former year in the Cleveland district. In some of the suburbs this percentage was larger, but others showed a falling off.

Building materials, on an average, kept a steady level. The lumber business was slightly off color a good part of the Fall and consumers bought from hand to mouth, as a rule.

TOLEDO.—The building industry here has just closed one of its largest years, permits for 1928 exceeding those in value for 1927 by \$2,165,885. December, 1928, permits alone showed an increase of \$267,303.

The outlook for 1929 is favorable for a still further expansion; in fact, some of the building operators are optimistic enough to state that there is more business in sight at the present time than in any January since the World War. The voters in the November election authorized the issuing of some \$11,000,000 in bonds for public improvements and, added to this, plans are being completed for some large office buildings, apartment hotels, an art museum, Masonic temple, municipal hospital, factory and commercial structures, all indicating diversified building operations that are healthy.

The labor supply is plentiful, and wages are fairly maintained. Lumber and other building supplies are adequate, reported in quite good demand and easily obtainable.

DETROIT.—The building and construction business is at present at a regular seasonal lull, with operations at a minimum, although a few large projects, started some time ago, are being completed. While the general volume has been large for the year, price-cutting and keen competition have reduced profits. Labor troubles have been absent in this particular field and workers in the various trades tributary to the building industry have been kept busy.

The demand has been good for structural steel, iron and builders' hardware generally at reasonable profits; but other commodities in this line have not been so profitable. Office buildings and apartment houses have been in the lead in construction work.

INDIANAPOLIS.—There has been considerable activity in building lines of late, but it consisted to quite an extent of the erection of residences and apartment houses, although there have been several large projects, such as a new cathedral, a department store addition, which are nearing completion now, a high-school and an extension to Butler University. Funds are plentiful for all the legitimate demands, and lenders show a disposition to be more conservative in appraisal of loans. Wholesale prices remain firm, with a tendency toward advances, and retail prices are advancing to adjust and to conform with the mill prices now being paid. A general tone of optimism is noted in the outlook taken for the ensuing year.

THE YEAR'S INSOLVENCY RECORD

(Continued from page 10)

The large and smaller commercial failures in the United States are compared below for fifteen years:

MANUFACTURING						
	Total		\$100,000 & More		Under \$100,000	
	No.	Liabilities	No.	Liabilities	No.	Liabilities
1928....	5,924	\$182,478,119	339	\$106,602,483	5,585	\$75,875,636
1927....	5,682	211,504,826	359	138,612,044	5,323	72,892,782
1926....	5,395	158,042,016	321	84,195,987	5,074	73,846,029
1925....	5,090	167,684,859	282	97,786,959	4,808	69,897,880
1924....	5,208	286,770,260	353	205,766,703	4,855	81,003,557
1923....	4,968	281,316,205	383	214,929,796	4,585	66,386,409
1922....	5,682	214,925,388	369	132,790,993	5,313	82,134,395
1921....	4,495	232,907,185	410	162,495,458	4,085	70,411,727
1920....	2,635	127,992,471	230	89,933,982	2,405	38,058,459
1919....	1,865	51,614,216	160	29,644,087	1,705	21,970,120
1918....	2,766	73,381,694	132	44,171,393	2,634	29,210,301
1917....	3,691	79,543,597	147	43,435,232	3,544	36,108,375
1916....	4,196	72,999,593	116	29,257,548	4,080	43,742,032
1915....	5,116	112,026,484	163	58,700,533	4,953	53,325,951
1914....	4,620	135,636,279	216	93,548,237	4,404	42,088,042

TRADING

1928....	16,477	\$225,301,426	223	\$60,486,788	16,254	\$164,814,638
1927....	16,082	228,194,421	223	65,065,375	15,859	163,129,046
1926....	15,268	201,333,973	221	52,441,209	15,047	148,892,764
1925....	15,161	215,368,570	234	61,178,322	14,927	154,190,248
1924....	14,393	203,190,115	225	55,152,254	14,168	148,037,861
1923....	13,064	209,930,272	284	70,989,189	12,780	138,941,083
1922....	16,923	271,388,107	337	73,234,665	16,586	198,153,442
1921....	13,999	254,794,285	343	88,337,855	13,656	166,456,330
1920....	5,532	88,558,347	139	34,609,853	5,393	59,948,494
1919....	4,913	37,670,443	88	8,156,247	3,975	29,514,196
1918....	6,494	57,910,971	46	13,780,850	6,448	44,130,121
1917....	9,430	70,116,669	53	13,678,534	9,377	56,438,135
1916....	11,923	91,373,828	54	14,467,600	11,869	76,906,228
1915....	16,030	150,233,641	111	38,986,288	15,919	111,247,359
1914....	12,851	165,834,852	136	72,806,493	12,715	93,059,359

ALL COMMERCIAL

1928....	23,842	\$489,559,624	689	\$224,599,775	23,153	\$264,959,849
1927....	23,146	520,104,268	708	265,387,741	22,438	254,716,327
1926....	21,773	409,232,278	710	171,617,704	21,163	237,614,574
1925....	21,214	443,744,272	591	208,289,053	20,623	235,455,210
1924....	20,615	543,225,449	650	300,344,383	19,965	242,881,066
1923....	18,718	539,386,806	743	321,137,661	17,975	218,249,145
1922....	23,676	623,896,251	868	323,842,326	22,808	300,053,425
1921....	19,652	627,401,883	873	375,126,153	18,779	252,275,730
1920....	8,881	295,121,805	453	191,808,042	8,428	103,313,763
1919....	6,451	113,291,237	191	55,986,543	6,260	57,304,694
1918....	9,982	163,019,979	230	81,562,965	9,752	81,457,014
1917....	13,855	182,441,371	250	81,861,018	13,605	100,580,353
1916....	16,993	196,212,256	216	66,507,589	16,777	129,704,667
1915....	22,156	302,286,148	351	122,739,907	21,825	179,546,241
1914....	18,280	357,908,859	409	210,715,947	17,871	147,192,912

Commercial Failures in Canada

THE insolvency record for the Dominion of Canada for last year is chiefly distinguished by a sharp rise in the liabilities of commercial failures. The number of defaults fell off about 3 per cent.—from 2,182 in 1927 to 2,120—but the indebtedness rose to \$53,420,199, from \$34,461,595 in the earlier year. Reduced to a percentage basis, the increase in the liabilities last year reached 55 per cent. It extended to manufacturing, trading and "other commercial" lines, the latter including agents, brokers, etc., and making the poorest showing. The smallest expansion was among manufacturers.

When the Canadian failure statistics are examined according to separate Provinces, it is seen that numerical decreases occurred in most instances. There were, in fact, only two Provinces in which more defaults occurred last

year than in 1927, these being Quebec and Nova Scotia. On the other hand, only three Provinces reported a smaller indebtedness—namely, New Brunswick, Alberta and Saskatchewan. The record of liabilities for Quebec, as also was the case in point of number of defaults for this Province, was adverse, the amount rising more than 50 per cent., while considerable increases occurred in other Provinces, including Ontario.

CANADIAN FAILURES BY BRANCHES OF BUSINESS

	1928		1927		1926	
	No.	Liabilities	No.	Liabilities	No.	Liabilities
Manufacturers						
Iron & Foundries...	7	\$1,547,450	8	\$433,703	4	\$29,216
Machinery & Tools...	21	348,162	19	246,274	24	1,032,100
Woolens, Carpets, &c.	9	263,426	6	338,806	5	121,800
Cotton, Hosiery, &c.	...	...	...	...	...	...
Lumber & Carpenters	95	3,565,257	107	4,622,537	80	2,636,850
Clothing & Millinery	87	1,144,401	74	898,890	98	2,457,752
Hats, Gloves & Furs	18	526,745	13	157,500	7	689,826
Chemicals & Drugs...	8	221,055	12	81,851	12	122,712
Paints & Oils...	...	...	...	...	...	...
Printing & Engraving	14	348,443	19	221,624	14	243,758
Milling & Bakers...	30	676,064	25	209,908	32	398,777
Leather, Shoes, &c.	29	2,015,260	18	228,586	13	398,500
Liquors and Tobacco	9	380,479	6	542,823	4	104,700
Glass & Earthenware	7	707,707	8	560,586	9	725,700
All Other.....	181	5,288,525	186	6,799,287	224	7,591,813
Total Mfg.....	506	\$17,032,983	502	\$15,347,401	527	\$16,465,754
Traders						
General Stores.....	150	\$1,855,062	199	\$2,328,858	199	\$2,561,312
Groceries & Meats...	396	2,432,410	395	2,082,119	390	2,017,048
Hotels & Restaurants	93	1,287,405	106	700,111	110	1,074,883
Liquors and Tobacco	28	144,682	27	112,127	25	89,289
Clothing & Furnishg	195	2,250,828	190	2,161,323	181	2,220,786
Dry Goods & Carpets	138	8,329,742	142	2,222,355	137	1,962,008
Shoes, Rub. & Trunks	59	1,023,825	69	516,072	69	1,559,018
Furniture & Crockery	27	532,703	30	528,485	27	299,706
H'ware, Stov. & Tools	50	564,678	44	676,822	62	897,000
Chemicals & Drugs...	44	325,503	36	269,040	37	256,800
Paints & Oils.....	1	590,932	1	800	3	165,500
Jewelry & Clocks...	31	587,527	41	177,027	39	245,581
Books and Papers...	17	228,270	14	206,704	13	62,100
Hats, Furs & Gloves	29	1,009,862	12	295,670	16	246,100
All Other.....	211	3,322,502	238	3,989,256	237	3,663,796
Total Trading....	1,469	\$24,540,931	1,544	\$16,566,799	1,548	\$17,320,905
Agents & Brokers...	145	\$1,846,285	136	\$2,547,395	121	\$2,396,223
Total Commercial..	2,120	\$53,420,199	2,182	\$34,461,595	2,196	\$37,087,882

Record of Week's Failures

THE strains incidental to the annual settlements are reflected more plainly in this week's insolvency record, with 635 failures in the United States. A satisfactory comparison with the returns for the two immediately preceding weeks cannot be made, for those periods included five business days only. A year ago, however, the statement was for six days and showed 628 defaults, or almost as many as in the present week. The increase this week was in the East and on the Pacific Coast, both the South and the West revealing declines.

Rising to 80, Canadian failures this week are somewhat above the 70 defaults a year ago.

SECTION	Week Jan. 10, 1929		Five Days Jan. 3, 1929		Five Days Dec. 27, 1928		Week Jan. 12, 1928	
	Over	\$5,000 Total	Over	\$5,000 Total	Over	\$5,000 Total	Over	\$5,000 Total
East	190	264	149	196	113	156	160	243
South	74	142	67	111	41	72	82	153
West	103	158	24	56	56	82	87	180
Pacific	35	71	68	110	26	49	21	52
U. S.	402	635	308	473	239	359	350	628
Canada	36	80	17	39	27	42	28	70

CANADIAN FAILURES 1928

PROVINCES	TOTAL COMMERCIAL		MANUFACTURING		TRADING		OTHER COM'L		BANKING	
	No.	Assets	No.	Liabilities	No.	Liabilities	No.	Liabilities	No.	Liabilities
Ontario	585	\$11,114,909	133	\$2,922,098	416	\$10,168,590	36	\$2,641,872	..	..
Quebec	933	19,344,306	273	10,887,520	593	8,881,590	67	8,097,717	..	..
British Columbia	139	1,702,904	40	1,540,592	86	704,451	13	184,800	..	..
Nova Scotia	67	688,445	8	854,031	57	680,616	2	701,500	..	..
Newfoundland	20	227,851	2	10,500	17	510,849	1	2,943	..	..
Manitoba	160	2,025,878	22	355,209	126	2,131,378	12	164,441	..	..
New Brunswick	41	310,614	5	178,473	34	417,456	2	2,012	..	..
Prince Edward Island	5	33,091	..	..	5	70,183	..	..	..	..
Alberta	74	449,751	15	246,700	53	320,086	6	7,500	..	..
Saskatchewan	96	509,642	8	37,860	82	655,732	6	43,500	..	..
Total 1928.....	2,120	\$36,407,391	506	\$17,032,983	1,469	\$24,540,931	145	\$1,846,285	..	..
" 1927.....	2,182	\$24,420,941	502	\$15,347,401	1,544	\$16,566,799	136	\$2,547,395	..	..
" 1926.....	2,196	25,068,509	527	16,465,754	1,548	17,320,905	121	2,396,223	..	..
" 1925.....	2,371	32,651,834	563	24,046,514	1,093	19,514,049	115	2,207,262	..	..
" 1924.....	2,474	47,937,427	625	36,542,658	1,720	21,324,080	129	6,664,228	1	\$100,000
" 1923.....	2,247	46,833,195	792	31,791,332	2,319	31,339,763	136	2,679,287	1	18,500,000
" 1922.....	3,695	63,097,789	857	39,080,791	2,717	33,004,203	121	5,983,965	4	222,000
" 1921.....	2,451	57,158,397	73	29,911,111	1,739	29,886,569	153	9,435,752	1	45,233
" 1920.....	1,078	18,569,516	255	15,871,216	771	7,704,505	52	2,918,580	..	..
" 1919.....	755	10,741,441	213	10,234,477	494	4,475,028	48	1,546,154	..	..
" 1918.....	873	11,251,341	232	8,248,807	590	5,142,397	1	1,111,273	..	..
" 1917.....	1,097	13,051,900	261	7,455,094	777	8,417,239	9	2,369,132	..	..
" 1916.....	1,685	19,670,542	363	8,796,646	1,237	12,290,368	85	3,982,520	..	..
" 1915.....	1,661	39,526,358	655	13,877,414	1,888	21,696,890	118	5,558,017	1	150,000

Minimum Quoted Prices at New York, unless otherwise specified

WHOLESALE QUOTATIONS OF COMMODITIES

Corrected each week to Friday

ARTICLE		This Week	Last Year	ARTICLE		This Week	Last Year	ARTICLE		This Week	Last Year
Apples: Common.....bbl	2.00	3.50		Gambier.....lb	7%	8		Linseed, city raw.....lb	10	10	
Fancy.....bbl	9.60	10.00		Indigo, Madras.....lb	1.25	1.13		Neatfoot, pure.....lb	15	16	
BEANS: Marrow, choice.100 lb	10.25	7.75		Prussiate potash, yellow.....lb	18%	18%		Palm, Lagos.....lb	9%	8	
Pea, choice.....bbl	+ 10.25	9.65		Indigo Paste, 20%.....lb	15%	14%		Petroleum, cr., at well.....bbl	3.35	2.80	
Red kidney, choice.....bbl	8.50	7.75		FERTILIZERS:				Kerosene, wagon delivery gal	15	15	
White kidney, choice.....bbl	8.25	110.00		Bones, ground, steamed 1 1/2 %				Gas's auto in gar., st. bbl.	18	17	
BUILDING MATERIAL:				am., 60% bone phosphate.....ton	30.00	28.00		Min., lub. dark filtered B.....lb	+ 33	25	
Brick, N. Y., delivered.....1000	16.00	....		Chicago.....ton	36.40	36.40		Dark filtered D.....lb	+ 38	31
Portland Cement, N. Y., Trk.				Muriate potash 80%.....100 lb	+ 2.20	2.40		Wax, ref., 125 m. p.....lb	6	3.70	
loads, delivered.....	2.25	2.35		Nitrate soda.....100 lb				Rosin, first run, coast	60	57	
Chicago, carloads.....	2.05	2.05		Sulphate ammonia, domestic.....ton	2.35	2.40		Soya-Bean, tank, coast			
Philadelphia, carloads.....	2.21	2.21		f.o.b. works.....100	47.30	47.30		prompt.....lb	9%	9%	
Lath, Eastern spruce.....100	7.00	6.00		Sulphate potash bs. 90%.....ton				Bbs, N. Y.....lb	12%	..	
Lime, hyd., massena, N. Y., ton	14.00	14.00		FLOUR: Spring Pat.....196 lb	+ 5.90	6.85		PAINTS: Litharge, Am.....lb	9	9	
Shingles, Cyp. Pr. No. 1, 1000	13.00	13.00		Winter, Soft Straights.....	+ 6.10	6.25		Ochre French.....lb	3 1/4	3 1/4	
Red Cedar, Clear.....1000	4.35	3.80		Fancy Minn. Family.....	+ 7.55	8.35		Paris, White, Am.....100	1.25	1.25	
BURLAP, 10 1/2-in. 40-in. yd	0.25	9.90		GRAIN: Wheat, No. 2 R.....bu	+ 1.56%	1.50%		Red Lead, American.....lb	10	10	
8-in. 40-in. yd	0.90	7.60		Corn, No. 2 yellow.....	+ 1.10%	1.08		Vermilion, English.....lb	1.95	1.85	
COAL: f.o.b. Mines.....ton				Oats, No. 3 white.....	+ 60	63%		White Lead in Oil.....	13%	13	
Bituminous:				Rye, c.l.f., export.....	+ 1.15%	1.07%		dry.....	8%	8%	
Navy Standard.....	\$2.35-\$2.60			Barley, malting.....	+ 80%	1.05%		Whiting Commercial.....100	85	1.00	
High Volatile, Steam.....	1.50-1.70			Hay, No. 1.....100 lb	1.30	1.05		Zinc, American.....lb	6%	9%	
Anthracite, Company.....	9.10-....			HEMP: Midway, ship.....lb + 17%				15%			
Sieve.....	8.75-....			HIDES, Chicago:							
Egg.....	8.75-....			Packer, No. 1 native.....lb	21	26%		PAPER: News roll.....100 lb	+ 3.25	3.25	
Pea.....	4.50-....			No. 1 Texas.....	19%	26		Book, S. S. & C.....lb	6	6.35	
COFFEE, No. 7 Rio.....lb	18	14%		Colorado.....	18%	25%		Writing, tab-sized.....	10	10	
Santos No. 4.....	+ 23%	21%		Cows, heavy native.....	18	25%		No. 1 Kraft.....	6.25	6.25	
COTTON GOODS:				Branded Cows.....	17	24		Boards, straw.....ton	52.50	50.00	
Brown sheetings, standard, yd	13	13%		No. 1 buff hides.....	+ 114%	22%		Boards, wood pulp.....ton	80.00	80.00	
Wide sheetings, 10-4.....	90	55		No. 1 extremes.....	+ 116%	25		Sulphate, Dom. bl.....100 lb	3.40	3.75	
Bleached sheetings, stand.....	17%	17%		No. 1 Kip.....	+ 116%	24		Old Paper No. 1 Mix.....	50	50	
Medium.....	12	12%		No. 1 California.....	+ 115	25		PEAS: Yellow split.....100 lb	6.50	6.75	
Brown sheetings, 4 yd.....	9%	10%		Chicago City califskins.....	+ 124	30		PLATINUM.....oz	68.00	69.00	
Standard prints.....	9%	9		HOPS: Pacific, Pr. 23.....	24			PROVISIONS, Chicago:			
Brown drills, standard.....	12%	13%		JUTE: first marks.....	7%	7%		Beef steers, best fat, 100 lbs	17.00	16.50	
Staple Ginghams.....	11%	10%		LEATHER:				Hogs, 200-250 lb. w'ta. "	+ 8.90	8.00	
Print cloths, 38 1/2-in. 64x90.	7 1/2-7 3/8	8		Union backs, t.r.....	58	62		Lard, N. Y. Mid. W.....	+ 12.10	12.40	
Hose, belting, duck.....	86	35-36		Scoured oak-backs, No. 1.....	60	64		Pork, mess.....bbl	+ 29.25	31.00	
DAIRY:				Belting Butts, No. 1, light.....	74	79		Lambda, best fat.....100 lbs	+ 16.00	13.25	
Butter, creamery, extra.....lb	47%	48		LUMBER:				Sheep, fat ewes.....	+ 6.50	6.50	
Cheese, N. Y., Fresh spec.....	20%	20%		Western Hemlock				Short ribs, sides 1/2 se.....	+ 11.75	11.00	
Eggs, nearby, fancy.....doz	47	55		Water Ship, c. l. f.,				Bacon, N. Y.....lb	14%	13 1/2	
Fresh gathered, ex. strats.....	30	48%		N. Y. Harbor.....per M ft.	32.50			Hams, N. Y., 18-20 lbs.....	18%	..	
DRIED FRUITS:				White Pine, No. 1				Tallow, N. Y., sp. loose.....	9	8%	
Apples, evaporated, fancy, lb	+ 15%	17		Barn, 1x4.....	62.00			RICE: Dom. Long Grain, Fcy.....	6%	7 1/2	
Apricots, choice 1928.....	14%	18		FAS Quartered Wh.				Blue Rose choice.....	4%	4%	
Citron, imported.....	12%	13		Oak, 4/4".....	151.00	154.00		Foreign Japan, fancy.....	4%	3%	
Currants, cleaned, 50-lb. box	+ 12%	13		FAS Plain Wh. Oak,				RUBBER: Up-River, fine.....	+ 20	31%	
Lemon Peel.....	17	17		4/4".....	116.00	115.00		Plan, 1st Latex crude.....	+ 18%	40%	
Orange Peel.....	9%	10		FAS Plain Red Gum.....				SALT:			
Peaches, Cal. standard.....	8%	7%		4/4".....	100.00	105.00		Mackerel, Norway fat No. 3, bbl	28.00		
Prunes, Cal. 40-50, 25-lb. box				FAS Poplar, 4/4, 7 to				Irish, fat No. 3.....	22.00	10.00	
DRUGS AND CHEMICALS:				17".....	115.00	122.00		Cod, Grand Banks.....100 lb	8.50	10.00	
Acetanilid, U.S.P., bbl.....lb	36	30		FAS Ash 4/4".....	97.00	95.00		SILK: Italian Ex. Clas.....lb	5.15	5.72	
Acid, Acetic, 28 deg.....100	3.87	3.37%		Beech, No. 1 Common,				Japan, Extra Crack.....	6.15	5.17	
Carbolic, cans.....	13	13		4/4".....	50.00	46.00		SILVER: Mace, Banda No. 1	96	95	
Carbolic, domestic.....lb	48	45%		FAS Birch, Red, 4/4".....	125.00	125.00		Cloves, Zanzibar.....	36%	18	
Muriatic, 18".....100	1.00	1.00		FAS Cypress, 4/4".....	88.00	95.00		Nutmegs, 1008-1108.....	32	31	
Nitric, 42".....	6.50	6.50		FAS Chestnut, 4/4".....	94.00	101.00		Ginger, Coch.....	18%	14	
Oxalic, spot.....	1	11 1/2		No. 1 Com. Mahogany				Pepper, Lampong, black.....	50%	36 1/2	
Sulphuric, 60".....100	38	35		4/4".....	160.00	165.00		Pepper, Singapore, white.....	60	49%	
Tartaric crystals.....	38	35		FAS H. Maple, 4/4".....	80.00	85.00		" Bombay, red.....	41	45	
Flour Spg., 90%.....ton	2.82%	3.88		Canada Spruce, 2x4.....	38.00	36.00		SUGAR: Cent. 96%.....100 lb	+ 3.80	4.58	
Alcohol, 100 proof U.S.P., gal	58	54		N.C. Pine, 4/4, Edge				Fine gran., in bbls.....	+ 5.05	5.80	
" wood, 95%.....	48	48		under 12" No. 2 and				TEA Formosa, standard.....lb	20	19	
" denatured, form 5.....	13%	13 1/2		Better.....	51.50	54.25		Japan, basket fired.....	29	32	
Alum, lump.....lb	3.35	3.35		Yellow Pine, 3x12.....	65.00	63.00		Fine.....	16	..	
Ammonia anhydrous.....	4	4		FAS Basswood, 4/4".....	85.00	86.50		Congru, standard.....	..	..
Arsenic, white.....	33%	50		Douglas Fir, Water				TOBACCO, Louisville:			
Balsam, Copaliba, S. A.....	12.00	12.00		Ship, c. l. f., N. Y.				Burley lited—com. sht.....lb	..	..
Fir, Canada.....gal	1.70	1.65		2x4, 18 feet.....	33.25	..		Common.....	..	..
Peru.....lb	36	36		Cal. Redwood, 4/4".....	78.00	78.00		Medium.....	..	..
Beeswax, African, crude.....	50	53		Clear.....	34.00	31.50		Fine.....	..	..
Bicarbonate soda, Am.....100	2.25	2.30		North Carolina Pine.....				Burley—color—Common.....	..	..
Bleaching powder, over	2.00	2.00		Roofers 13/16x2".....				Medium.....	..	..
34%.....100	2.00	2.00		METALS:				Fine.....	..	..
Borax crystal, in bbl.....	2%	3 1/4		Pig Iron: No. 2X, Ph.....ton	21.26	19.76		Burley—color—Common.....	..	..
Brimstone, crude dom.....ton	18.00	22.00		Basic, valley furnace.....	17.50	17.00		VEGETABLES: Cabbage.....ert.	1.50	..	
Calomel, American.....lb	2.05	2.05		Bessemer, Pittsburgh.....	20.01	19.26		Onions, Mid. Wn. Yel.....bag	+ 4.25	..	
Camphor, Ref. Am., cans.....lb	15.00	15.00		Gray Forge, Pittsburgh.....	18.76	18.51		Potatoes, L. I., 180-lb. sk.....	2.85	..	
Castile Soap, white.....cans	15.00	15.00		No. 2 South Cincinnati.....	20.19	19.89		Turnips—rutabaga.....bag	1.50	1.65	
Castor Oil, No. 1.....lb	2.95	3.85		Billets, Bessemer, Pittsb'g.....	33.00	33.00		WOOL: Boston:			
Caustic soda 70%.....100	30	30		Forging, Pittsburgh.....	38.00	38.00		Average 98 quot.....lb	75.25	71.43	
Chlorate potash.....	8%	8%		Open-hearth, Philadelphia.....	38.30	38.30		Ohio & Pa. Fleeces:			
Chloroform.....	8.50	8.50		Wire rods, Pittsburgh.....	42.00	42.00		Delaine Unwashed.....	45	48	
Cocaine, Hydrochloride.....oz	33	37		O-h. rails, Ry., at mill.....	43.00	43.00		Half-Blood Combing.....	51	48	
Cocoa Butter, bulk.....lb	40.50	32.75		Iron bars, ref. Phila.....100 lb	2.12	2.07		Half-Blood Clothing.....	44	44	
Odolifer Oil, Norway.....bbl	27%	26%		Steel bars, Chicago.....	2.00	1.85		Common and Brail.....	45	40	
Cream tartar, domestic.....lb	2.25	2.00		Tank plates, Pittsburgh.....	1.90	1.75		Mich. and N. Y. Fleeces:			
Epsom Salts.....lb	8%	8%		Beams, Pittsburgh.....	1.90	1.75		Delaine Unwashed.....	41	44	
Formaldehyde.....	13%	13%		Sheets, black, No. 24.....	2.85	2.80		Half-Blood Combing.....	47	46	
Glycerine, C. P., in bulk.....	15	18%		Pittsburgh.....	2.65	2.65		Half-Blood Clothing.....	40	39	
Gum-Arabic, picked.....	20	20		Wire Nails, Pittsburgh.....				Wis. Mo. and N. E.....	45	44	
Benoin, Sumatra.....	1.20	1.30		Barb Wire, galvanized.....				Quarter-Blood.....	53	47	
Camphor.....lb	60	60		Pittsburgh.....	3.30	3.25		Ordinary Mediums.....	49	45	
Shellac, D. C.....	1.35	1.45		Galv. Sheets, No. 24 Pitts.....	3.60	3.63		Ky., W. Va. etc. e g.....	58	51	
Tragacanth, Aleppo 1st.....	18	15		Coke, Connellsville, oven.....ton	2.75	2.85		elsthis Blood Unwashed.....	58	51	
Licorice Extract.....	33	33		Purnace, prompt ship.....	3.75	3.75		Quarter-Blood Combing.....	57	51	
Powdered.....	12%	13%		Founndry, prompt ship.....	24	24.30		Texas, Scoured Basis:			
Menthol.....	+ 5.90	8.35		Aluminum, gal (ton lots).....lb	3.75	3.75		Fine, 12 months.....	1.10	1.12	
Morphine, Sulp., bulk.....oz	7.95	8.35		Alumony, ordinary.....	16 1/4	11		Fine, 1 month.....	1.05	1.00	
Nitrate Silver, crystals.....	40	40%		Copper, Electrolytic.....	16 1/4	11		California, Scoured.....	1.05	1.05	
Nux Vomica, powdered.....lb	12.00	12.00		Zinc, N. Y.....	6.70	6		Northern.....	90	85	
Opium, fobbing, lots.....	-121.00	125.00		Lead, N. Y.....	6.65	6.65		Southern.....	90	85	
Oxalic acid, 15-lb. bag.....	40	40		Tin, N. Y.....	49 1/4	55%		Oregon, Scoured Basis:	1.10	1.12	
Rochelle Salts.....lb	23	23		Flintplate, Pittb'h. 100-lb. box	5.35	5.25		Fine & F. M. Staple.....	1.02	98	
Sal soda, American.....100	1.00	90		MOLASSES AND STRUP:				Territory, Scoured Basis:			
Sal soda, European.....100	1.32	1.32%		Blackstrap, bbl.....gal	16	13		Fine Staple Choice.....	1.12	1.15	
Sarsaparilla, Honduras.....	50	50		Extra Fancy.....	65	60		Half-Blood Combing.....	1.10	1.02	
Soda ash, 58% light.....100	1.52	1.52%		NAVAL STORES: Pitch.....bbl	7.00	8.00		Fine Clothing.....	1.12	1.10	
Soda benzoate.....	50	50		Rosin "B".....	9.25	9.65		Pulled: Delaine.....	1.12	1.10	
Sulfuric blue.....	5%	5%		Tar, kiln burned.....	13.00	13.50		Fine Combing.....	1.00	92	
YIMUOY, 34.....lb	34	34		Turpentine.....gal	61	63 1/4		Coarse Combing.....	80	65	
Bi-chloride Potash, am.....lb	95	87		Oil S.S. Cocoon, Spot, N. Y., lb	7 1/4	18%		California AA.....	1.05	95	
Cochineal, silver.....	18%	15		China Wood, bbl., spot.....	14%	18%		Woolen Goods:			
Cutch.....				Crude, tea, f.o.b., coast.....	14	16 1/2		Standard chevrot, 14-oz.....yd	\$1.86	\$1.87	
				Cod, Newfoundland.....gal	67	63		Serge, 11-oz.....	2.16	2.06	
				Corn, crude.....lb	8 1/4	9 1/4		Serge, 16-oz.....	3.00	2.90	
				Cottonseed.....	83 1/4	83 1/4		Fine cassimere, 13-oz.....	3.00	3.10	
				Crude, tea.....	13%	13%		36-in. serge, worsted.....	57 1/2	55	
				Lard extra, Winter st.....	12%	12%		36-in. all-worsted Pan.....	4.25	4.25	
				Extra, No. 1.....				Broadcloth, 54-in.....			

HIGHER MONEY MARKET IN 1928

Call Loan Rate Advanced to 12 Per Cent.—

Tightness in Time Funds

PROGRESSIVE tightness in funds available for stock market uses and an amplitude of credit for commercial purposes were the chief features of the New York money market throughout 1928. The main influences governing rates were the tremendous speculation in the stock market, which called upon the credit reserves for increasing amounts of loans, and the outward flow of gold from this country, which, although it was checked by Summer, left its after-effects on the market throughout the year.

Carrying over from the customary year-end squeeze, the call loan rate started in January, 1928, at 5½ per cent., and it ranged between a low point of 3½ per cent. to a high basis of 5 per cent. up to the end of March, after which pronounced strength began to develop. By the end of June, the call money level was pretty definitely established at around 6 per cent., and in the first week of July it went to the highest mark in more than seven years, at 10 per cent. After a succession of firm rates, the 10 per cent. rate again was touched in the week of October 6, while in the first week of December all records of recent years were exceeded when the rate got up to 12 per cent. After that, the rate worked lower, but the 12 per cent. figure was re-established in the closing week of the year. Time money also was firm most of the year, with a high quotation of 7¼ per cent. and a low figure of 4½ per cent. for sixty-day loans, while thirty-day loans were quoted as high as 8½ per cent. late in the year, the highest since 1920. On the other hand, commercial paper rates, although moving upward on the year, as a whole, were comparatively stable, and the banks of the country made it a point, regardless of fluctuations in stock market funds, to care first for the commercial requirements of their customers. In the last half of the year, commercial paper rates, for the best names, ruled mostly on a basis of 5¼ to 5½ per cent. A hardening in bankers' acceptances took place toward the end of the year. More business than ever was financed last year through the medium of acceptances, which reached a record-breaking total at above \$1,200,000,000. The Federal Reserve banks co-operated to a marked degree in acceptance financing, carrying in December an aggregate of virtually \$500,000,000 of bills bought in the open market.

Considering the extraordinary advance in call money rates, the New York banks did not participate in the collateral loan market to the extent that might have been expected, they being concerned mainly with efforts to reduce their own indebtedness to the Federal Reserve banks. Banks in other parts of the country, however, sent large supplies of funds here, and corporations also were active lenders, the Federal Reserve reports showing a total of more than \$2,000,000,000 loaned to brokers for the account of "others," the group made up chiefly of corporations. Tremendous amounts of funds also came here from abroad for placement in the money market.

In the following table are given the call money rates on the New York Stock Exchange during 1928, by weeks:

Week Ending	High	Low	Week Ending	High	Low	Week Ending	High	Low
January 7..	5¼	4	May 5..	6	4½	September 1..	8	7
" 14..	4¾	4	" 12..	6	5	" 8..	8	7½
" 21..	4¾	3¾	" 19..	6	5½	" 15..	8	7
" 28..	4¾	3¾	" 26..	6	..	" 22..	9	6½
February 4..	5	4	June 2..	6	5½	" 29..	7½	6
" 11..	4¾	4	" 9..	7	5½	October 6..	10	6
" 18..	4¾	4½	" 16..	6	5½	" 13..	6½	6
" 25..	4¾	4	" 23..	6½	5½	" 20..	8	6½
March 3..	4¾	4	" 30..	8	6½	" 27..	8	6
" 10..	4¾	4	July 7..	10	5	November 3..	8	7
" 17..	4¾	4½	" 14..	8	5½	" 10..	7	6
" 24..	4¾	4½	" 21..	6½	5	" 17..	6½	6
" 31..	5	4½	" 28..	5½	..	" 24..	6½	6½
April 7..	5½	5	August 4..	8	5½	December 1..	10	6½
" 14..	6	5	" 11..	8	6	" 8..	12	8
" 21..	5	4½	" 18..	7½	4½	" 15..	9	6
" 28..	5	4½	" 25..	7½	7	" 22..	9	6
Year, 1928..	12	3½	Year, 1925..	6	2	" 29..	12	9
" 1927..	5½	3½	" 1924..	6	2	Year, 1922..	6	2½
" 1926..	6	3	" 1923..	6	3½	" 1921..	9	3½
						" 1920..	25	5

The basic development affecting the money market was the outward flow of gold. That movement had started in the latter part of 1927, and had already reached large propor-

tions at the start of last year. In 1928, the principal movement of the metal was to France, which was preparing for a return to the gold standard and was converting portions of its tremendous balances in this country into the yellow metal. Argentina, which had returned to the gold standard the previous Summer and whose exchange was ruling at a strong premium, also took large amounts of gold from the United States, and various other countries took additional amounts. From the first of the year to the middle of December, exports of gold from this country amounted to a total of \$547,000,000, while imports were only about \$150,000,000. In addition to the actual exports of the metal, large amounts were earmarked here for foreign account and were held in the vaults of the Federal Reserve Bank, subject to future orders. These operations resulted in net losses in the supply of gold available in this country as a credit base.

Stability in Foreign Exchange

ALTHOUGH stability prevailed in the foreign exchange market during most of 1928, the general trend in the major currencies was toward somewhat lower levels. That was the result, chiefly, of the high money rates in this country, which called tremendous amounts of funds here from abroad. With call loans at times commanding as much as 12 per cent., and frequently on a level around 8 per cent., and with capital in the principal financial centers of Europe obtaining a much smaller return, funds were sent here in large amounts from London and other foreign centers, and this demand for dollars naturally weighed down foreign currencies. Business was on an orderly scale throughout, however, and the general establishment of operations under the gold standard over much of the world prevented some of the erratic movements such as had taken place in recent years.

Sterling, which started the year above its dollar parity, maintained firm levels during the first half of the year, and this resulted at times in shipments of gold from New York to London, based on exchange transactions. Late in the Summer, that trend was reversed, however, due to the arrival of the season of large foreign purchases of American commodities, and the fact that, owing to the differences in money rates between the United States and Europe, the bulk of this business was financed in London, rather than in this country. Added to this was a tremendous conversion of pounds sterling into dollars, to take advantage of the high returns available here, which naturally had a depressing effect on sterling. The rate went below par and remained there during practically all of the last five months of the year, though a steady tone developed at the lower levels. The depression in sterling resulted in total shipments of about \$40,000,000 of gold from London to New York late in the year.

One of the big events of the year in foreign exchange was the official return of France to the gold standard. With the franc officially stabilized and backed by tremendous holdings of gold, as well as by large foreign balances, the French currency maintained a steady tone over much of the latter part of the year. In the last month or two, France resumed its policy of buying gold in New York, and it had \$25,000,000 of the metal earmarked here, which has not as yet been sent to Paris. The German mark was strong much of the year, resulting in shipments of considerable amounts of gold from London to Berlin. The strength in the German bill was attributed largely to the effect of large external German borrowings, though improving industrial conditions in that country also had their effect. Spanish exchange moved somewhat uncertainly, good gains early in the year being eliminated in the later periods. Spain now is about the only important country in Europe that has not officially returned to the gold standard. Spain obtained international credits during the year and also built up gold holdings in London, and these actions were regarded as preliminary to official stabilization.

Cotton mills are using a substantially increased volume of fine rayon and other chemical fibers on goods being made for the new Spring season. Knit goods mills also are using larger quantities of fine rayons on new materials.

UNPARALLELED YEAR IN STOCKS

All Previous Records of Trading Surpassed,
with Violent Price Changes

EVERY known record on the New York Stock Exchange was broken in 1928, the most spectacular year in the history of Wall Street. Under the influence of a speculative fever that swept the entire country, transactions reached a volume never before even approached, and prices fluctuated wildly, a range of 100 points and more being common between the high and the low points of the trading favorites. For the first time in any one year, sales on the New York Stock Exchange exceeded a total of 900,000,000 shares, and November established a monthly record, with the sale of 115,433,835 shares. The first 5,000,000-share day occurred last year, and all figures for a day's sales were surpassed on November 23, when 6,954,020 shares changed hands. In the big bull market of the Autumn, the trading was featured by a succession of 5,000,000 and 6,000,000-share days.

The major movements in prices consisted of a sharp upturn in the Spring, a severe reaction in the early Summer, a period of dullness followed by the greatest advance in the history of the Exchange in the Fall, which was ended by a drastic decline under the influence of wholesale liquidation, and a rather spirited recovery in the final weeks of the year. At the time of the greatest rise in the market, several warning signs were ignored, but their cumulative effect finally made itself felt in the long-predicted reaction in the first week of December, which eliminated hundreds of millions of dollars of paper profits, but which left the market in a healthier technical condition. The preceding advances had taken place in the face of repeated pinches in the money market that had sent the call loan rate to 10 per cent. on several occasions, a net loss of more than \$500,000 in the country's stock of gold through exports to Europe and South America, and an increase in the total of stock market collateral loans to record-breaking figures materially above the \$5,000,000,000-mark. On the other hand, industrial reports and earnings were almost uniformly favorable for the year, as a whole, and there was a massing of investment buying power such as had never before been witnessed in Wall Street. A dozen outstanding leaders threw into the market a demand for stocks that pushed prices up to record heights. One group alone formed a private investment trust of \$500,000,000, there were quite a number of others with resources in excess of \$100,000,000, and, augmenting this powerful type of buying, there was a frenzy of speculation which reached into every section of the country taking in large and small operators.

The transactions in stocks on the New York Stock Exchange are given herewith, by months, in shares:

	1928	1927	1926	1925
January	56,963,400	34,255,100	39,088,300	41,430,000
February	47,165,200	44,163,100	35,461,700	32,750,000
March	84,987,800	49,059,800	52,040,100	38,587,000
April	80,568,900	49,635,600	30,223,800	24,835,000
May	82,163,500	46,598,100	23,188,200	36,463,000
June	63,741,100	47,630,000	37,989,500	30,859,000
July	39,001,100	38,492,800	36,731,600	32,272,000
August	67,703,600	51,056,600	44,189,400	32,865,000
September	90,906,700	51,917,900	36,903,700	36,885,000
October	99,077,500	50,458,900	40,212,800	53,423,000
November	115,433,800	51,356,100	31,182,600	48,980,000
December	92,837,400	62,367,000	41,801,500	42,876,000
Year	920,550,000	576,091,000	449,103,200	452,205,000

Following are the monthly transactions in bonds on the New York Stock Exchange, the figures representing par value of sales:

	1928	1927	1926	1925
January	\$289,725,100	\$381,639,800	\$304,474,100	\$364,022,500
February	241,560,200	277,952,300	241,600,900	319,165,300
March	319,871,700	316,769,800	268,780,800	312,579,800
April	307,462,400	303,362,100	305,606,800	276,289,500
May	272,090,000	284,266,100	238,918,900	346,393,900
June	260,022,700	261,310,300	267,198,100	283,703,000
July	206,380,200	215,197,400	214,429,600	264,623,900
August	181,338,500	244,799,600	182,270,900	217,720,600
September	190,413,000	242,290,800	191,872,600	239,753,100
October	234,548,500	254,663,200	227,040,900	261,939,000
November	219,859,100	262,686,600	276,150,300	242,632,800
December	207,356,500	276,616,500	311,340,900	269,522,400
Year	\$2,939,627,900	\$3,321,545,500	\$3,029,684,800	\$3,398,345,800

Aside from the aspects of the credit situation induced by the heavy speculation, most of the barometers that usually sway sentiment in the stock market were favorable. After a comparatively poor start in the first quarter of the year, which represented the overlapping effect of the moderate depression that developed in the final period of 1927, the

general level of corporate earnings reports took a sharp upward curve that established successful results for the year. A large number of extra dividends, stock split-ups and increased dividend rates were inaugurated, reflecting these conditions. The steel industry had its greatest year, eclipsing even the records of 1926, and as the year closed it was indicated that full results would show similar conditions in the motor industry. Agriculture had, on the whole, a profitable year, and the implement makers enjoyed a record-breaking business. After a slow start, railroad carloadings increased heavily as the year progressed. The most unfavorable spot in the industrial situation was in the coal trade. The bituminous industry suffered from strikes early in the year and from a diminished demand, owing to the greater use of petroleum and water power. Petroleum also presented dubious aspects early in the year, with overproduction virtually throughout the world and threats of international competition. Efforts at restriction were finally successful, in part, and resulted in a considerable betterment in the latter period of the year. One of the outstanding developments was an immense expansion in chain-store and mail-order business, which is assumed to have taken place without affecting the small independents, as a whole. Stock market gyrations in Montgomery Ward, Sears Roebuck and several of the chains were a reflection of these conditions.

The first important movement of the year in the stock market got under way in the middle of March, under the leadership of Radio Corporation, which, indeed, was one of the stellar performers throughout the year. That advance continued for ten weeks, at the end of which time the combined average of fifty representative industrial and railroad stocks showed a net appreciation of 20.69 points. Then followed the June break, which terminated after a run of six weeks and showed a loss of 17.63 points in the combined averages. In the early Fall, the most sensational bull movement of all time got under way and prices continued to climb to unprecedented levels for sixteen weeks until the end of November, when a gain of 35.79 points was shown in the averages for the movement. In the first week of December, the long-expected crash took place, which swept stocks down from 1 point to 125 points in a single week. The most striking feature was Radio Corporation, which dropped from its high mark of 420 on December 5 to 296 on December 8, a decline of 124 points in three days. That sudden collapse caused the widest decline in the averages for any week on record, the loss amounting to 18.13 points. The market then rallied, regaining about a third of its losses, and developed a steady, quiet tone in the final weeks of the year. Although all sections of the list responded to the record-breaking trading, the widest advances were in the higher-priced issues, such as Radio, Montgomery Ward, Sears Roebuck, Case Threshing Machine, General Motors, International Nickel and similar shares.

In the final week of the year, it was found that the aggregate value of all the stocks listed on the New York Stock Exchange had increased a total of \$11,388,256,356 from December 31, 1927, to December 15, 1928. That compared with a net appreciation of \$11,360,188,808 in the full calendar year of 1927, which had been featured by a steady advance, in contrast to the convulsive movements that took place on several occasions in 1928.

Building Industry at Milwaukee

MILWAUKEE.—According to figures furnished by the building inspector's office, 1928 started off slowly, but made a fine finish, the total permits being only 4 to 5 per cent. less than the 1927 total. With an approximate total for the year of \$44,275,000, permits were only about \$2,300,000 less than the total of \$46,700,000 for 1927. In number of permits, 1928 also is behind the record of 1927, this year's total being 30,967, as against 34,060 for 1927. The largest permit during 1928 was issued in December, being for the county's portion of the safety building, calling for a \$1,450,000 project. On the whole, conditions are good in this industry here, with an excellent outlook for 1929. Supply of labor is plentiful, wages have changed but little. Money for building purposes is plentiful, rates being unchanged, and ranging from 5 per cent. on straight farm mortgages to 7.2 per cent. on building and loan plans.

YEAR'S HIDE MARKETS VARIABLE

Frequent Fluctuations in Prices, with Lower Basis at the Close

IN 1928, the hide market was characterized by frequent fluctuations, and prices at the close were on quite a lower basis than at the opening, but displaying a steadier undertone. There were a series of peak quotations, beyond which tanners refused to go; after buyers had held aloof for a time, prices invariably sagged, only to rise again to former limits. As the year progressed, however, the peaks attained were not quite so high, and from early October forward a rapid decline occurred, to a point where buyers supported the market, again resulting in very steady prices during the last six weeks of the year.

In the domestic packer market, the above characteristics especially prevailed. At the opening in January, prices, which had been firm at the close of 1927, advanced sharply. Trading was active, and light native cows, after selling at 24c., almost immediately rose to 25c. and before the end of January had reached 25½c., with native steers 1c. higher. Throughout practically all of the year, butt brands and heavy Texas ruled within ½c. to 1c. of native steers, with the branded steers keeping well sold out to sole leather tanners and piling up only in the early Fall months. In March, after a period of holding out by buyers, prices declined fully 3c. to 3½c. per pound, but reacted upward before the close of that month. By the middle of April, quotations were generally about back to the peaks attained in January.

A big factor in the bullish market throughout most of the year, and which even carried influence when the big breaks came in the Fall and stocks were in burdensome accumulation, was the continued small slaughter. Again in May, the market was weak and uncertain, but early in July a buying campaign started and prices recovered quickly. From a low point of 23c. for native steers in March, up to 24½c. was realized in August. By the end of that month, however, complaint commenced to be heard regarding leather trade conditions. The beginning of September found native steers pegged at 24c., with a rally later in the month to 24½c., but this upward trend was short-lived and buyers generally deserted the market. In October, native steers had touched 23c., and light native cows were down to 20c. The latter had sold practically on a parity with steers in the first six months of the year, but, with a material falling off in the demand for patent leather, a big spread rapidly developed between the two selections. During October, one packer accepted the best prices obtainable, and sold light native cows down to 18½c. and other lines in proportion. Other sellers held out, and accumulated, over a prolonged quiet spell, approximately 600,000 to 700,000 hides. By the time buyers had absorbed these in the forepart of November, somewhat better prices had been secured, or 22½c. for native steers, 20½c. for butt brands, 21c. for heavy and 19½c. for light native cows, and 18½c. for branded cows. Those were the prevailing prices at the close of December and the market was about steady, despite unusual year-end dulness.

Country hides during the forepart of the year followed proportionate prices with packers, but the rapid decrease in the demand for patent leather, which class of finished material absorbs the leading variety of country hides, caused a considerable decline in quotations. Soon after the opening of the year, 25 to 45-pound weight extremes were bringing 24½c., and packer light native cows 25c. In July, the comparison was 24c. and 23c., and at the close in December packer light native cows were steady at 19½c., as against 17½c. for country extremes.

In foreign hides, fluctuations in River Plate frigorifico steers were closely akin to changes in domestic packer hides, as United States tanners were steady buyers most of the time. About the only differences recorded were when Russian or other European buyers competed strongly for supplies or were out of the market.

Western calfskins followed closely the course of fluctuations in hides. Last January, Chicago city's were listed at 29c., with about the same figure quotable in July, and they closed around 26½c. New York City skins held generally steady, and the popularity of these for the special purposes for which they can be used, other than for shoe leathers,

notably the 5 to 7-pound weights, prevented as much fluctuation as occurred in Western takeoff. There were, of course, ups and downs to the market, but the general average showed little change. In January, 5 to 7's sold at \$2.50. In July, the price was \$2.40, and in December \$2.45 ruled, as against some previous sales at \$2.35.

Changing Trends in Leather Prices

THE outstanding features of the leather markets of 1928 were the continuation of the upward movement of prices in the first half of the year, and the recessions during the latter part. That was true, in a general way, of all kinds of sole, belting, harness, shoe upper, and bag and strap leather made from cattle hides. In upper leather, the factor of greatest importance was the slump in patent stock. Owing to the fact that raw hides were generally maintained in price during the forepart of the year, with some rather sudden fluctuations, but all within a limit of 3c. or 4c., tanners were able to hold quotations fairly steady on most descriptions of leather, and it was not until the Autumn that real weakness developed.

During the advancing period of the market, which was continuous for about a year, extending from the Spring of 1927, buyers of leather quite generally operated in advance of actual requirements. The natural result was that supplies shifted more from the hands of tanners into those of shoe manufacturers and other leather consumers and dealers. By early Summer, however, it became apparent that a change had occurred, and that buyers, while using just as much leather as formerly, were working on reserves, either in hand or under contract, and not making fresh commitments excepting on a much reduced scale. That, of course, had the effect of causing supplies to accumulate in the hands of tanners; when the stocks assumed more sizable proportions, prices started to break quite sharply.

The chief decline in sole leather started in late September, following the publication of government statistics showing that stocks in the hands of tanners at the end of August had increased 100 per cent. from the low point at the close of February, or, in other words, that they had doubled in six months. The fall in quotations on sole leather backs of standard tannages was 8c. per pound, or from 66c. to 58c. for union trim. Reductions in some other backs, not classed as standard, were greater. All kinds of offal also weakened, but the greatest drop was in double rough shoulders, which, after attaining a peak of 63c., fell to 50c. Later, they recovered to 53c. to 54c.

In upper leather, the outstanding occurrence, as previously noted, was the severe decrease in the demand for patent sides. Owing to the pronounced popularity of patent leather shoes for women in 1927, tanners producing this variety were mostly working to full capacity during the forepart of 1928, and were obtaining profitable prices for their output. Those conditions not only encouraged other tanners to make patent, but also caused a number who were not tanners at all to start in the business. The latter purchased hides, and had them tanned on contract. Coincident with the increased supplies appearing on the market, the demand for patent started to fall off materially and continued to do so until up to the closing weeks of the year, when the proportion of patent represented in booked orders for women's high-grade shoes was very small. Prices on cow hide sides and calf leather, which rose quite rapidly in the early period, declined along with about all other varieties later, but nothing suffered to the same extent as did patent. Suede calf experienced a good run in the Fall, and there was the usual seasonable business in kid. One feature of the situation worthy of note was the continued popularity of reptile leather, especially snake, lizard and alligator, for women's shoes. Greater quantities of reptiles were used, owing to prices being reduced sufficiently to enable them to be sold in more moderately-priced footwear.

Imports of petroleum in the week ended December 1 averaged 228,857 barrels daily, against 310,857 barrels daily during the week just previous. The total new supply was 2,735,007 barrels daily, comparing with 2,815,857 daily in the preceding week and the record of 2,830,800 barrels daily in the week ended September 29.

PROGRESS IN TEXTILE TRADES

Trend Toward Improvement Last Year—Increase in Number of Mergers

THE textile year of 1928 was chiefly remarkable for the increase in the number and size of mercantile and manufacturing mergers. Although many were started and did not prove successful, others developed along broader lines than anything hitherto attempted in the industry. In the cotton goods trade, there were two or three large consolidations of converting houses that expect ultimately to tie up with mills and finishing plants. In the clothing industry, besides a constant growth in the number of chain stores, there were two or three amalgamations of clothing interests, including manufacturing clothiers and retail outlets. There was a continued large expansion in textile chain stores, catalog houses and retail consolidations. One of the latter combined twenty-two stores in large cities from coast to coast, and is expected to have a sales volume of more than \$750,000,000. The president of the Cotton Textile Institute and the president of the Wool Institute recommended consolidations of many small units as a means of eliminating non-efficient plants.

At the production end, much more rapid progress was made in readjusting manufacturing processes to the policies of buyers in maintaining small inventories and avoiding long or large commitments. The style feature, enhanced greatly by the wealth of color wanted in fabrics, led to the greatest diversification of designs and colorful fabric constructions ever known, and this added to the difficulties of working out profits because of the increased costs and frequent changes demanded. While it was a presidential year, yet business did not suffer appreciably because of political uncertainties.

There was only one serious labor difficulty in the industry last year. That occurred in New Bedford, Mass., the center of the fine textile industry, and was precipitated by a wage reduction of 10 per cent., effective April 16. For twenty-five weeks, there was total idleness in fifty-six mills, but the difficulty was finally compromised by a wage reduction of 5 per cent. After the New Bedford strike was settled, there was a 5 per cent. restoration of wages in Fall River and in some other New England centers where a 10 per cent. decrease had been accepted peaceably. Cotton goods production was curtailed greatly throughout the year. That was brought about by attempts to regulate the output in keeping with the demand. For six months out of the twelve, the sales were below the curtailed output. Stock at the end of November was 21,000,000 yards in excess of the stock in January. Unfilled orders the last of November were 100,000,000 yards larger than in any month of the first nine of the year, and were 27,000,000 yards in excess of the unfilled orders at the end of October.

The spread between the high and low prices of New York middling cotton spots was from 17.45c. to 23.10c., the low point being on February 2 and the high level on June 30. Although the cloth movement was greatly influenced at different periods by the speculative cotton trend, the year, as a whole, was quite free from the sudden price changes cotton manufacturers have had to contend with in recent years.

The great activity in the automotive industry in this country led to very large sales and a large production of cotton goods wanted for tire and upholstery work in the trade. Mills engaged on automotive textiles were busier than for a long time, and were well supplied with orders when the year closed.

The variation in print cloth prices ranged from the high point of 8¼c. for 38½-in. 64x60s at the opening of the year down to 7¼c. quoted from September 15 to September 20. Production in the print cloth division was curtailed from an average of 13 per cent. to 18½ per cent. up to September. Wide sheeting output was reduced fully 25 per cent. of capacity for most of the year. Cotton duck mills ran on a 40-hour-week schedule for several months, and were continuing that ratio when the year ended. Fine cotton goods production was cut down nearly 50 per cent. during the year, and a singular fact was that only in exceptional cases was there any notable price increase.

During the Summer, and in several instances beginning in April, production of flannels, blankets, bedspreads, denims, chambrays and many other goods was curtailed from 15 to 30 per cent. By September, however, the market began to improve and the demand broadened sufficiently to induce a substantial restoration of output, but without any material increase in prices. That condition led to small profits for many mills and losses for many others.

Printed goods were turned out in the greatest variety and yardage ever known in the history of textile manufacturing. In preparation for Spring deliveries of printed wash fabrics, percales, etc., the large corporations and the job printers were operating to capacity, and in some instances overtime. On the other hand, demand for bleached cottons and yarn-dyed materials was light, a notable instance being that the gingham output was 75 per cent., or more, less than the capacity production of two or three years ago. Most of the additions to equipment were made in the Southern field, and there was considerable transferring of New England machinery to the South. The cotton mill spindleage of the country was not fully active at any time during the year, and in some cases it was operating at from 10 to 15 per cent. under capacity.

Raw silk imports for the year made another high record, totaling 522,250 bales in eleven months, compared with 552,441 bales in 1927. There was a very large consumption of silk crepes, silk hosiery, printed silks and silk velvets. More than in any previous year, silk manufacturers endeavored to regulate their output to the demand. A feature was the removal of many large silk houses from the Fourth Avenue district to the center of the cutting trades in New York City, and the closer alliance of the leading merchants in silks with the cutters who now use such a large proportion of the silk fabric output.

Production of rayon again increased, and is expected to total close to 100,000,000 pounds for the year. Consumption rose steadily. The only price change of moment was a reduction in the synthetic fiber of the acetate cellulose type, the viscose types remaining steady. There was a much larger use of fine sizes of rayon and a very much larger production and consumption of all-chemical fiber fabrics, as distinguished from mixtures of rayon and cotton, rayon and silk, etc. The knit goods industries, including ladies' and men's underwear and hosiery, continued to consume nearly half of the rayons produced, while the cotton industry again took about 25 per cent. The rayon industry, more than any other textile division, continues to grow rapidly and to command capital easily. Rayon is being used in many forms in all textile channels, including wool, silk, cotton and linens.

The wool goods industry, as a whole, was better occupied than in 1927. At different times last year, owing to the refusal of garment manufacturers, clothing manufacturers and fabric mills to accumulate stocks without orders, the output was light. That policy, however, brought a reward in the last quarter of the year, when the scarcity of wanted fabrics led to very active buying and the cutting down of inventories in first hands to the lowest point reported for some years.

For eleven months of 1928, burlap shipments from Calcutta to this country reached 955,800,000 yards, compared with 1,052,650,612 yards for the whole of 1927. Opening at under 8c. a yard for the lightweights, the price reached a high level in August at 8.85c., but was down to 6.85c. toward the end of December. The heavyweight prices for the year ranged from a low basis of 9.45c. on April 3 to a high point of 10.95c. on August 4. South America bought a greater yardage than ever before. Toward the end of the year, Calcutta mill men voted to begin working on a 60-hour-week basis on July 1, 1929, this delay being necessary in protecting contracts already in hand for the first half of next year.

The linen trade continued to readjust its output to greatly changed demands in the way of highly-colored and artistically-decorated fabrics, instead of the plain dyed or white goods that were the staples of the before-war period. Colored handkerchiefs sold in large volume, fine and fancy table sets were sold liberally, and novelties of many sorts went to make up a steadily increasing business, in products not manufactured freely until the last few years.

STEEL INDUSTRY MAKES RECORD

New High Level in Production in 1928—
Pig Iron also Gains

ALL former records of steel production were broken in 1928, with the total at the end of November reaching 45,837,791 tons, and with more than 50,000,000 tons estimated for the entire year. That exceptional aggregate compares with 46,936,205 tons for 1926, the best previous year. Operating schedules were unusually high over the Summer, gaining considerable headway during the third quarter and for several weeks approximating maximum capacity. Over November and December, a moderate recession took place and there was a slight liquidation of unfilled tonnages, but the close of the year still found the industry operating at a level above the average. Practically all lines improved in output, though plates did not gain the pace of other departments, and the notable demand for sheets featured the situation.

On the whole, prices for finished steel were fairly steady over the year, though concessions from regular quotations were not entirely absent. Advances came about slowly, sheets registering a gain of \$2 per ton early in the fourth quarter, and prices announced for other descriptions for the first quarter of 1929 were at an advance of \$2 to \$3 per ton over those for the immediately preceding year. The composite figure on finished steel products compiled by *The Iron Age* was 2.307c. in December, 1927, and is currently quoted at 2.391c. per pound, an increase of \$1.68 per ton.

Pig iron output over the last three years has shown no great fluctuation, being estimated at 38,000,000 tons for 1928, against 36,500,000 tons for 1927 and 39,400,000 tons for 1926. Prices had dropped during the last half of 1927, and this decline was continued in the first half of last year, so that quotations reached the lowest point in almost fifteen years. Basic fell to \$16, Valley, and Bessemer to \$17, Valley, these quotations remaining stationary over the Summer. After that period of depression, which had persisted for over two years, more favorable factors became evident toward the close of 1928, and all grades of pig iron developed a firmer tone. The composite quotation of *The Iron Age* advanced from \$17.59 in December, 1927, to \$18.59 in December, 1928.

Production of coke pig iron in United States, by months, gross tons:

	1928.	1927.	1926.
January	2,869,761	3,103,820	3,316,201
February	2,900,126	2,940,679	2,923,415
March	3,199,674	3,483,362	3,441,986
April	3,185,504	3,422,226	3,450,122
May	3,283,856	3,390,940	3,481,428
June	3,082,000	3,089,651	3,235,309
Half year	18,520,921	19,430,678	19,848,461
July	3,071,824	2,951,160	3,223,338
August	3,136,570	2,947,276	3,200,479
September	3,062,314	2,774,949	3,136,293
October	3,373,806	2,784,112	3,334,132
November	3,302,523	2,648,376	3,236,707
December	3,371,250	2,695,755	3,091,060
Year	37,839,208	36,232,306	39,070,470

Fuel marked time throughout the year, with a slight gain in coke output in the Connellsville district during the last half. This market, however, has been gradually receding with the expansion of by-product coke capacity. In the Pittsburgh territory, bituminous coal output was held down by the protracted strike, but "open-shop" operations gradually developed larger tonnages. Fuel prices, both for coal and coke, have been considered low and furnace coke was quoted at around \$2.75, at oven, for the entire period, with slight variations. Recently, up to \$2.90, at oven, has been named on some tonnages, though the lower price remains available on spot shipments. Foundry coke was quoted at \$3.75, at oven.

It is stated that inventories in the wool goods, garment manufacturing and clothing trades will be lighter this year than for a long time, due chiefly to the careful buying by the manufacturing trades and the caution used in accumulating fabrics by wool and worsted goods mills.

Bituminous coal production in the United States during the week ended December 1 amounted to 9,550,000 tons, according to the weekly estimate of the National Coal Association. Curtailment of operations on Thanksgiving Day resulted in a decrease in the output for the week of approximately 1,500,000 tons.

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Steady Trade in Footwear

BUSINESS in shoes during 1928 was generally steady, and government reports from January 1 to October 31 showed a slight gain over the figures for the corresponding period of 1927. Trading was along normal lines, increasing at seasonable periods and falling off between seasons. Throughout the year, business in men's shoes did not average up as well as that in women's goods, but this has now become a more or less normal condition, owing to selling campaigns for some years back causing increased buying of women's shoes, to conform with style, etc. Not so many years ago, the average woman bought a pair of high-cut black shoes, generally kid, and patent for dress wear, and used them until new ones were needed. Now, however, many more pairs are purchased, to conform to suitable occasions and to match wearing apparel, etc. A big trade has been soundly built up in this way. To some extent, that is true of men's lines, but in a much smaller degree. Blacks for men's shoes predominated throughout 1928, except during the warm weather months; even then, more or less complaint was heard as to the sale of tans.

Toward the end of January, orders for women's shoes showed a substantial increase, blacks going, chiefly, and including a big percentage of patent. Light shades for Spring wear in kid and calf, etc., were sold, but not to the extent that was anticipated, although in greater volume than in previous years. Reptiles, both genuine and imitation print effects, were a factor throughout 1928, and have come to be regarded as a staple line. By the middle of March, there was the usual slowing down, but retailers reported a big Easter business, greatly reducing their stocks and making for a healthy statistical position. Early Summer witnessed a decided drop in sales of patent, which had been a leader in women's shoes for as much as two years; up to the close of 1928, the loss had not been regained. Fall business was satisfactory in about all sections, and the big leader, particularly for women's high-grade turns, was suede, mainly black, but with some brown.

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Statistical reports on the production and sale of standard cotton cloths during December have been made public by the Association of Cotton Textile Merchants of New York. The reports cover a period of four weeks. Shipments during the month amounted to 276,098,000 yards.

FRANK G. BEED, President

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